

Switzerland 100 centimes  
Belgium 50 centimes  
Croatia 50 centimes  
Cyprus 50 centimes  
Finland 100 centimes  
Greece 50 centimes  
Hungary 50 centimes  
Iceland 5000 króna  
Italy 1000 lire  
Lithuania 50 centimes  
Malta 25 centimes  
Monaco 25 centimes  
Portugal 50 centimes  
Romania 500 lei  
Sweden 100 króna  
Switzerland 50 centimes  
U.S.A. 50 centimes

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40p

# THE TIMES



INTERNATIONAL EDITION

**'No chance' of Gatt deal this year**

## EC sabotages attempt to free world's trade

FROM GEORGE BROCK IN BRUSSELS

THE most ambitious plan to haul the world economy out of recession is now dead.

The European Community's flat rejection of a drastic cut in farm subsidies has convinced international negotiators that this year's round of talks to liberalise world trade are at an end.

While officials may still go through the motions of talking until mid-April, the EC's behaviour over the past few days means no progress is expected. The end of the present talks leaves the Uruguay Round of negotiations in limbo, since none of the 108 governments involved wants to declare the trade negotiations officially over. The talks were opened in Uruguay in September 1986.

Officials at the General Agreement on Tariffs and Trade (Gatt) in Geneva will today receive a 400-page set of statistical calculations from the Community. But the document, which replies to suggestions for farm support compromises made by Ar-

thur Dunkel, Gatt's director-general, contains no new details on agricultural exports. Europe and America have been at loggerheads over the issue for more than a year and the EC's latest uncompromising message to Gatt dashes hopes of an agreement this spring.

"I don't see how there can possibly be any deal this year," one diplomat said yesterday, and an EC official said that the tone of Monday's meeting of trade and agriculture ministers had been pessimistic. "They were arguing about changes in statistical tables to send to Geneva which everybody already has anyway. It was shadowboxing about things that don't mean anything."

"Most governments think that the Americans aren't really negotiating because of the presidential election," the official said. "This is really a 1992 question now."

The French government has adopted a particularly tough line over Gatt. French ministers suggested on Monday that parts of the Community's reply to Geneva should be deleted because the EC should not enter into theoretical calculations about cutting subsidised exports in line with Mr Dunkel's proposals.

Seven of the 12 member states supported the France's hardline approach and only Britain and The Netherlands argued that the Commission should be given a free hand in its reply to Gatt. Germany and Portugal adopted a neutral stance on the issue.

Roland Dumas, the French foreign minister, dismissed the Commission's reply to Gatt yesterday, noting that a council of national ministers would be the "final arbiter" of any deal. The French government, which faces heavy losses in regional elections later this month, has for the time being extricated itself from its previous lonely isolation.

## Union merger brings concentrated power

BY ROSS TIEMAN, INDUSTRIAL CORRESPONDENT

MEMBERS of the AEU engineering union and the EETPU electrical union have approved plans for a merger, paving the way for a new era in industrial relations and an historic reconciliation within the labour movement.

The new million-strong Amalgamated Engineering and Electrical Union will push single-union bargaining to the front of the industrial agenda. The merger will also bring to British industrial relations the sort of concentrated bargaining power and ability to deliver results that have hitherto been enjoyed only by huge continental unions such as IG Metall, the German engineering union.

Bill Jordan, president designate of the new union, pledged to "change the face of British trade unionism and forge a new kind of partner-

Continued on page 18, col 5

Leading article, page 15

## Angler casting for cash is caught by ban

BY MICHAEL HORNSHILL

IT wasn't the one that got away that led John Watson into bother — it was the one that seemed to keep coming back.

Mr Watson has been accused of submitting pictures of the same fish three times in two years to *Angling Times*, the bible of the hook and line fraternity, as separate entries for a weekly prize. Mr Watson, the only angler to have held five top ten places in the British pike championships, has now been banned from that competition. He denies cheating, but says he may have caught the same fish more than once.

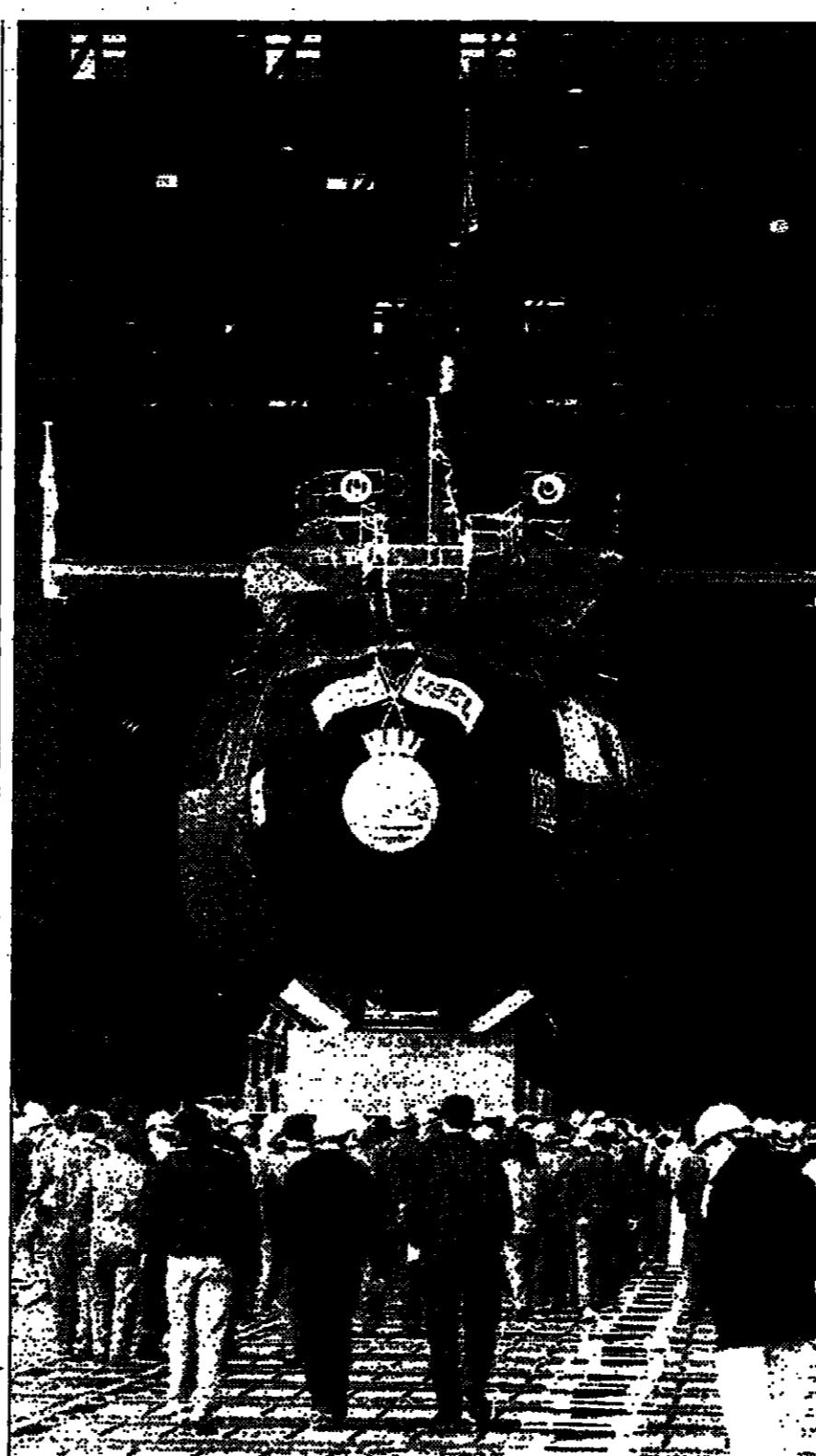
The three riverbank photographs showing him with his quarry were published in March and September,

Double take: John Watson, above, with the 29lb 3oz pike he caught in March 1990. His picture of a 31lb 11oz fish on the right, was submitted to *Angling Times* last month

all three pictures. After Keith Higginbottom, the editor, had studied them, he withdrew the weekly prize, worth £80, for the most recent picture and banned Mr Watson from the national



pike fishing championships in November. Mr Higginbottom said: "Careful inspection of our files leaves us in no doubt that the photographs portray the same fish taken at the same time."



Giant of the deep: HMS Vanguard, the first Trident ballistic missile submarine, making its debut yesterday at Barrow-in-Furness

Sub breaks cover, page 2

## Tories leak poll boost for Labour

BY PHILIP WEBSTER  
AND NICHOLAS WOOD

A NEW opinion poll is said to give Labour a five-point lead in marginal seats, with a swing that would put Neil Kinnock within ten seats of an overall majority.

The figures have been leaked by the Conservatives, who have questioned NOP's methodology for its survey, to be published tomorrow in the *Local Government Chronicle* and the BBC2 *Public Eye* programme. The Tories said the poll of 50 marginals gave Labour 43 per cent and the Conservatives on 38 per cent.

Those figures were neither confirmed nor denied by NOP or the journal. If accurate and if repeated across the country, they would mean that Labour would be ten seats short of outright victory in the election, and the largest party in a hung parliament.

In the present jittery mood at Westminster, the Tory move was a clear attempt to discredit the survey in advance and to prevent ministers believe would be an unwarranted slide in Conservative morale in the last

Continued on page 18, col 2

Budget advice, page 7  
Art of noise, page 23

## Hope fades after Turkish pit blast

FROM ANDREW FINKEL IN KOZLU

A GAS explosion in a coal mine in northern Turkey killed at least 87 miners, injured another 51 and left about 200 others trapped with little hope of survival, officials said yesterday.

Heavy accumulations of gas and smoke from a fire ignited by the blast kept res-



## Grammar schools rescue fails

BY JOHN O'LEARY  
EDUCATION CORRESPONDENT

A HIGH Court judge has set grammar schools out of harm's way to avoid legal challenge

## Woman broker lost job because of power struggle with boss

BY DAVID YOUNG

A WOMAN money broker who lost her job after becoming pregnant was driven out of her company because she became embroiled in a power struggle with her boss, not because of her decision to have a baby, an industrial tribunal ruled yesterday.

Lillian Preisler, aged 31, won her constructive dismissal case against Euro-Brokers Capital Markets, of Southwark, south London, in December. Detail of the tribunal's judgment was reserved until yesterday.

Miss Preisler had alleged that her pregnancy had led to her losing her £150,000-a-year job with the financial company. The tribunal accepted that she had been forced out because her boss, Cindy Buggins, wanted to "cut her down to size", but

rejected her claim of sexual discrimination. It said that the dispute between the two women had nothing to do with Miss Preisler's pregnancy.

Miss Preisler, 31, of Golders Green, northwest London, was constructively dismissed, due to the non-payment of money contractually owed to her. The tribunal chairman, Frederick Mosyn, described the women as "two Amazons circling each other, presumably striking terror into all male employees".

In yesterday's written judgment, the tribunal recommended Miss Preisler's compensation be about a month's salary and bonuses. Miss Preisler, who argued that she was worth £220,000 a year when she returned to work after being on maternity leave.

The report said: "There was plainly a power struggle between the two women and valuable property though the applicant was, in our view, no sensible manager, and Miss Buggins struck us as most sensible, would have provided enhanced opportunity for conflict by offering to elevate the applicant's position and status."

"We came to the conclusion when Miss Preisler returned to work, although Miss Buggins wanted to keep her, she was nevertheless determined to cut her down to size and render her more tractable. In which endeavour she failed by pushing her too far."

Miss Preisler told the hearing last year that she had been treated so badly by Miss Buggins, aged 34, that she had no choice but to leave her job. She left in January last year after taking several months off for the birth of her first child. She has since had another baby.

The tribunal at Chelsea, southwest London, was told that she did not get promised bonuses when she went back to work, was passed over for promotion and lost her best client.

Miss Preisler was told before she left the company to have her baby that she would receive 50 per cent of four month's salary as an enhanced maternity package plus the £20,000 bonus that had previously been promised to her. The hearing was told she asked Miss Buggins every day for the money owed to her.

The tribunal ruling added: "We had no doubt she was troubled about her customer list, but for money-oriented people like the applicant and Miss Buggins, we were satisfied the bonus and maternity package were never far from their minds and ventilated as Miss Preisler told us, almost daily."

## Irish gunmen kill lorry driver

A Kilkenny man was killed when a lorry he was driving was hit by a bullet from an RPG launcher.

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## Daughter hears about lost years after TV appeal

## Father calls after five years

THREE words down a telephone line — "It's daddy, Beatrice" — ended nearly five years of searching for a man who left his Dublin home to buy a birthday present for his ten-year-old son and never returned.

The poignant moment will be shown tomorrow in a repeat of last Monday's Channel 4 documentary *Looking for Billy*, but it is not a happy ending. Billy Dunne, it appears, had been content to be one of the 2,000 people a year who go missing and are never accounted for.

Beatrice Connolly, his daughter, took the call after her father, in England, rang a special line after the programme. She has since met him, but yesterday flew home to tell her mother, Cara, that she had elicited from him only a vague promise that they will meet when the fuss had died down.

Mrs Connolly said: "I lifted the phone and he said hello. The voice was familiar, but I didn't know who it was. I said, 'Who's that?' and he said 'It's daddy, Beatrice'. It was all such a shock, we

never expected to find him." With the knowledge that her father is alive comes the realisation that while the family of ten children have spent years combing pubs, hotels and hospitals and getting his photograph into newspapers and on television, he had never got in touch.

"He is very vague about what happened," Mrs Connolly said after meeting Mr Dunne near his digs on the south coast of England. "He is very upset about what he has put us through. He wants time to be on his own, to get over the shock and his feelings of guilt, but I trust him to contact us when he is ready and when he is recovered from all this.

"I didn't want to pressure him, and I made it clear I was not angry. He has been

very brave in picking up the phone and after four and a half years I think we can wait a few days or a few weeks."

The family refuses to say why he claims to have left, and there is suspicion that they knew all along that had his reasons.

Callers after the programme reported knowing Mr Dunne using various surnames, working as a builder in the Portsmouth area and continuing to follow greyhound racing. Others confirmed that he had been in Jersey in 1989.

Mr Dunne says that he does not remember why he left, and cannot recall events from then to about two years ago. Two years before his disappearance, on June 22, 1987, he had a slight stroke, after which he complained of memory lapses. "I'm nearly sure he had another slight stroke," Mrs Connolly said.

David Batty, who made the programme, has been surprised by the speed of events. He, like the family, never expected to find Mr Dunne and thought that a few reported sightings could be followed up gradually. He

is concerned that the family had not thought through how they would feel if he were found. If they had expected anything from the programme, it was to discover that Mr Dunne was dead.

"Clearly the problems are only beginning for the family and for Billy, but at least they are problems that they can deal with, when before they had nothing," Mr Batty said. "How you start the process of getting back together again, if it is at all possible, I just do not know."

• The parents of a girl aged 18 who went missing while walking across wasteground between their home and her boy friend's are offering a £5,000 reward for information on her whereabouts. Nicola Payne, who has a ten-month-old son, disappeared in thick fog in December.

Miss Payne's mother, Marilyn Payne, of Wood End, Coventry, said that £2,000 came from friends who had raised £1,000 with a disco. "We are not a rich family, but we are prepared to offer everything we own in the whole world to get our daughter back," she said.



Family man: Billy Dunne with three of his children before he vanished

## Frozen fish beats fresh in taste test

By RAY CLANCY

FROZEN fish tastes fresher than wet fish, which often has a neutral or insipid flavour, a report published today says.

Fish experts and consumers who took part in a *Which?* magazine blind tasting all agreed that frozen cod fillets gave a fresh flavour compared with wet and chilled pre-packed cod.

"Don't assume that buying fish labelled 'fresh' means you're getting the best fish," the report concludes. "If you want your fish to taste fresh and be good value for money you'd be better off buying frozen than wet or chilled pre-packed fish."

The three experts who tested the fish said that the results were not a surprise because wet fish was likely to be three to five days old by the time it was sold in a shop. A panel of 60 consumers that tested the three types of cod fillets, all steam-cooked, also found that frozen was tastier. When the fish was cooked in a parsley sauce, however, the panel preferred the blander taste of the wet fish.

□ Ionisers cannot be counted on to relieve respiratory problems or migraines, a report in *Which?* says. The magazine tested 11 models and found that two failed to produce enough ions to be effective and three produced none at all.

The report says that years of research have failed to produce clear evidence that ionisers help sufferers of asthma, hay fever, catarrh and other respiratory complaints. Other claims by manufacturers include the relieving of headaches and feelings of stress, and the removal of staleness, tobacco smoke, pollen and dust.

The one claim that lived up to the test was the removal of smoke. *Which?* found that most ionisers clear cigarette smoke much quicker than letting it settle naturally, but the particles become negatively charged and can be attracted to the walls and furniture causing stains.

□ There should be more competition in the buying and selling of property, *Which?* says. More than half of members asked about moving house found that it took longer than expected and one in six was dissatisfied with the estate agent's service.

The magazine repeats previous calls for estate agents and lenders to be monitored by the Office of Fair Trading and the relevant ombudsman and trade association.

## MPs back road safety campaign

A campaign to create safer and less polluted conditions for pedestrians in England was launched yesterday, backed by a cross-party group of MPs and funded by a government grant.

Walkways, devised by the Pedestrian's Association, is designed to help people lobby local government. It offers advice on "traffic calming" systems and a team of advisers to give on-the-spot help.

The group fears that Britain is becoming a nation of car drivers and passengers.

Government figures show that the number of children killed in road accidents has fallen by 59 per cent over the past 20 years, but the proportion of children who walk to school unaccompanied has dropped from nearly 90 per cent in 1971 to under 10 per cent today because of the perceived road dangers. Most are taken to school by car, the group said.

### Record score

Letters written by the late test cricketer Sir George "Gubby" Allen on his famous 1932-3 Australian tour broke the world record for cricketing letters when they sold for £10,000 at auction in Newbury, Berkshire.

### Museum cash

The government is to give £8.3 million to the West Yorkshire Transport Museum in Bradford, due to open by July 1994 and expected to create 650 jobs and attract 250,000 visitors a year.

### Sailor missing

Mark Baker, aged 31, of Sittingbourne, Kent, a crew member on the cross-channel P&O cargo ship European Endeavour, is believed to have fallen overboard and drowned.

£150,000 property	
Buying	Cost £
Survey: House buyer's	350
Structural	500
Mortgage valuation	185
Land Registry	220
Stamp duty	1,500
Local authority search	50
Conveyancer/solicitor	350-600
Selling	Cost £
Estate agent	1,760-5,280
Conveyancer/solicitor	350-600
Notary public (early redemption penalty)/	1,200
Other costs	Cost £
Removal expenses	318
Building insurance	260
Mortgage costs:	
Arrangement fee	200
Interest on initial premium	300
Initial interest charge	1,200
Bridging loan (one month):	
Interest	1,200
Arrangement fee	100

Source: Which?  
\* Until 19 August 1992 no stamp duty on property sold for less than £250,000.  
† Assured amount borrowed is 80 per cent of property value.

## Sinclair peddles electric bicycle

By NICK NUTTALL, TECHNOLOGY CORRESPONDENT

SIR Clive Sinclair, creator of calculators, home computers and the unsuccessful C5 electric car, will unveil his new electric bicycle today.

The machine, made from advanced lightweight materials and powered by a combination of pedal-power and special batteries, will be on show at the Cycling and Outdoor Activity Show which opens at Olympia in London today.

Sir Clive, whose electric car became something of a joke, will be hoping that his bicycle proves more successful. The C5 car lost him an estimated £8.6 million after its launch in 1985, forcing him to sell his company to Alan Sugar's Amstrad.

The bicycle has been developed in great secrecy at Sinclair Research, Sir Clive's company in central London. Few details have been released of the machine, which has been designed to have wide appeal by making hill-climbing easier. This is done using power from batteries which can be charged by a generator when the bicycle is going fast downhill or from the mains overnight. The bat-

teries, developed by Chloride, are believed to be slightly larger versions of the nickel cadmium batteries used in mobile phones.

Sir Clive disclosed that he was working on a "radical form of bicycle" in December 1989.

Production is expected to start in May or June and the bicycle will be in the shops soon after.

Leading article, page 15



Sir Clive: hoping for two-wheel success

# Buy our portable phone and have nothing to show for it.



As you can't see, the G-Series is an exceptionally small, small phone. We're very proud not to reveal it.

Concealed in the shirt pocket is a phone as tiny as a notebook. It weighs only 265 grammes and its final proof that size isn't everything.

Even though the phone is so small it's lost none of its power. Fifty minutes talk time or eleven hours on standby is still possible on a single battery. And rather than lose technological features you'll find the G-Series has more than any other phone.

But we can't let our scientists take all the credit. Our designers have shown that portable phones can be small but still perfectly formed.

A quick glance at the G-Series phone shows that 153 x 73 x 17mm has never been so beautiful.



And with the added practicality of a protective guard around the keypad, (ensuring you only send calls when you mean to), for once you'll be glad of our company's small-mindedness.

To find out more about the G-Series, phone free on 0800 444220 anytime, or fill in the coupon below. It's the one pocket phone you won't want to hide in your pocket.

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Cellular

To: Katie Day, Panasonic Business Systems UK.

Panasonic House, Willoughby Road, Bracknell,

Berkshire RG12 8FP. Call free on 0800

444220 anytime or fax on 0344 853705.

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Leading article, page 15



Sir Clive: hoping for two-wheel success



He  
expected an  
apple-cheeked  
English  
landlady.  
She expected a  
handsome  
American romantic  
novelist.  
Talk about  
illusions being  
shattered.



AS MIKE McSHANE AND SANDI TOKSVIG, THEY GOT  
ON BRILLIANTLY TOGETHER IN 'WHOSE LINE IS IT ANYWAY?'  
AS JAMES AND DEDDIE IN THE NEW SITCOM  
'THE BIG ONE' THINGS DON'T GO QUITE SO SMOOTHLY.

THE BIG ONE.

KEEP AN EYE ON  8.30 PM. THURSDAYS.

## April poll threatens legislation

BY SHEILA GUNN, POLITICAL CORRESPONDENT

MINISTERS are preparing to abandon bills regulating charities, asylum seekers and the privatised industries in the event of an April 9 general election rather than agreeing to change them in line with the wishes of the Opposition MPs and peers.

The Education (Schools) Bill is likely to emerge from the session with only the clauses requiring the publication of performance and league tables of state schools, unless Kenneth Clarke, the education secretary, can reach agreement on the future of the school inspection system. Mr Clarke is still considering whether to accept the Lords' amendments, which wrecked his plans for privatising the inspectorate, or to put the entire legislation at risk by defying the peers.

The government's business managers in the Commons have failed to set a date for debate on the Charities Bill, to improve the supervision and regulation of charities. The legislation has had long and careful study in the Lords and has not yet received a second reading in the Commons. Although it was not regarded as a party political measure in the Lords, Labour MPs are more cynical about the government's motives for aiding independent schools and influencing the political activities of charities. They made it clear they were not prepared to rubber stamp it.

A senior government source predicted that some horse-trading might be possible to rush through some of the uncontroversial parts of the legislation in the final hours of the session.

In the event of the dissolution of Parliament on March 16, the fate of the government's uncompleted bills this session lies largely in the hands of the opposition parties and the peers. The business managers' priority has been to finish work on council tax legislation and the bill to set up a commission for reforming local government.

One of the main casualties of an April 9 election would be the Asylum Bill, which is in the Lords. Roy Hattersley, the shadow home secretary, set out his conditions on Monday for sanctioning the legislation. Kenneth Baker, the home secretary, is understood to favour calling his bluff by

the Commons endorsed a

challenging Labour to agree to the bill as it stands or take the responsibility for losing it altogether.

The Competition and Services (Utilities) Bill, one of the citizen's charter measures, is also at risk through lack of time. The legislation improves the regulation of British Telecom and the water, gas and electricity companies. After clearing the Commons, the bill is vulnerable to demands by Labour and Liberal Democrats for strengthening consumer protection.

A deal has been negotiated between the parties to rush through the Further and Higher Education (Scotland) Bill, which has been through the Commons but not the Lords. The bill puts polytechnics on equal footing with universities and removes further education and sixth-form colleges from local authority control.

After a Lords defeat for a similar bill for England and Wales, the government conceded that safeguards were needed for academic freedom. Lord Strathclyde, a Scottish Office minister, has agreed to write in the identical protection for Scottish colleges in exchange for winning the swift approval of the peers.



Lady Blatch, the royal parks minister, explores an ancient oak at Richmond park, the 2,470-acre expanse of grass and woodland in southwest London, which yesterday became the first royal park to be designated a site of special scientific interest.

## Government challenged on poll tax

BY ARTHUR LEATHLEY AND ROBERT MORGAN

LABOUR yesterday challenged the government to deny that it had any plans to delay the sending out of poll tax bills by councils until after the election.

By Bryan Gould, the shadow environment secretary, tackled Michael Portillo, the local government minister, over reports that senior civil servants had been told to prepare a paper setting out options which would hold up billing for at least a month.

Mr Gould raised the issue, reported in *The Times* yesterday, during debate on the Local Government Finance Bill, which ends the poll tax and brings in the council tax. When Mr Portillo declined to respond to Mr Gould, the Labour MP said: "I think the House and the country will form their own judgment."

The Commons endorsed a

new clause, inserted in the Lords, to close the loophole under which computer records have been ruled inadmissible in magistrates' courts.

Mr Gould said that local councils had been engulfed in the biggest debt collection in the history of the world and accused the government of "amazing complacency" in allowing the legal loophole over computer evidence to remain after it had been detected.

David Blunkett, the shadow local government minister, spoke of the four years of "absolute fiasco" since the poll tax was brought in. There had been one administrative and political nightmare after another and a degree of incompetence never previously experienced. The Conservatives should be ashamed of

the misery which had been caused, he said. Those who now had to pick up the bill for non-payment would know who to blame.

Michael Portillo, the local government minister, said the problem had come to the fore as a result of the efforts made to persuade people to avoid paying the community charge. Labour MPs and councillors had encouraged their constituents not to pay. They had created a culture of non-payment.

Mr Blunkett was embarrassed by that campaign, but the Labour party was deeply stained, he said. Now MPs were dumping those they had encouraged not to pay. They were leaving them in the lurch.

The bill is expected to get royal assent later today.

## Why Major and Kinnock will let Europe slumber

POLITICAL  
NOTEBOOK

By ROBIN OAKLEY

There is ankle-snapping a-plenty. But still there is a dog which does not bark in this election. Both main parties, for different reasons, are keeping remarkably quiet about Europe. Remember all the fuss before the Maastricht summit in December? For months it seemed there was no other subject in British politics. Since then, silence.

It could have been very different if John Major's nerve had cracked. But it did not and he brought back a deal which he could sell to the Tory party and to Parliament, in that order. It would not have been so quiet now if he had failed, but for the moment Europe is an ex-subject, toes very firmly turned up.

It is not going to stay that way. Early in the new Parliament, Britain takes on the presidency of the community. The British prime minister will represent the EC at a summit with President Bush. Into the British presidency will fall crucial decisions about the new European budget package, about reform of EC finances, and about practical help for the East European countries. Before the end of the next Parliament crucial decisions will have to be made about the independence of the Bank of England in keeping open Britain's options for progress to stage three of economic and monetary union.

The latest Mori opinion poll underlined one reason why Labour does not want to raise EC questions. When people were asked which party had the best policies on Europe the Tories outscored Labour by 37 to 19. John Major outscored Neil Kinnock by 55-25 as the leader best at dealing with Europe. Mr Major's combination of pro-European rhetoric with strictly pragmatic negotiation appears to be to the public taste.

But there is a more subtle reason than that. Although there are many who com-

plain that Britain's recession has been prolonged, its interest rates have been kept absurdly high and its trade deficit problem has been worsened by having entered the exchange rate mechanism of the European monetary system at DM2.95 to the pound. Labour is rendered speechless on the question.

Encouraged by its success in the 1989 European parliament elections, Labour has displayed all the zeal of the convert, presenting it



Thatcher: a sceptical voice held in check

self as more eagerly European, more resolutely pro-ERM than the government at every turn. It is part of trying to appear the party for the 1990s.

Officials say that Labour could end the British opt-out from extension of the EC's social policy in a half-hour inter-governmental conference. Mr Kinnock's party would not only adopt the social action programme: it is noticeably more enthusiastic than the government about embracing a single currency and monetary union. Labour cannot offer contrast to the Tories on Europe, only more of the same. And the Liberal Democrats, although hedging these days on Brussels bureaucracy,

are keener still. The handful of Anti-Federalist League candidates are, on that score, the only alternative.

Labour, too, has its internal divisions. It had more rebels than the Tories in the post-Maastricht debate. The Peter Shores and Austin Mitchell believe that Labour has signed itself up to maintaining an indefensible exchange rate and abandoned the freedom of manoeuvre of a future Labour Chancellor. The City is convinced that a Labour government, locked into the ERM and without the confidence of the markets, would be forced into hefty increases in interest rates.

The Tories, apart from

Michael Howard's accusations that Labour's adoption of the social action programme would impose a £6 billion costs penalty on industry, are keeping very quiet on Europe. Their problem is that many of the sternest critics of the ERM and of the high interest rates which come with it are on the benches behind John Major, the Chancellor who took us into it despite Margaret Thatcher's misgivings. Many of them feel that a two-point cut in interest rates would do far more than any tax giveaways from the Chancellor in next week's Budget to jerk the British economy back into life. But they know that the ERM rules out such a move.

The government knows that its own Euro-sceptics, including Margaret Thatcher, are quiet only because there is an election to hand and they do not want to be accused of contriving their party's defeat. One of the early tasks for the new Parliament will be the ratification of the Maastricht treaty. Even though the lady herself will be a voice from another place, those who remain and the new generation Thatcherites, are already working on their speeches. Europe is not a dead issue — merely an issue lying doggo.

AROUND  
THE  
LOBBY

## Blue Arrow trial costs reach £2.8m

The year-long Blue Arrow trial, which ended last month, has cost £2.87 million in public funds so far, Lord Mackay of Clashfern, the Lord Chancellor, said. The figure included Serious Fraud Office costs, court time and some provision for the costs of acquitted defendants.

He told the Lords that it would be wrong to refrain from prosecuting solely on grounds of cost if proceedings were required in the public interest.

### EC aims

Douglas Hurd, the foreign secretary, set out at question time in the Commons the government's aims when Britain takes over the presidency of the European Community in July. He said it intended to complete the single market, prepare for enlargement of the community, support reform and democracy in the former Soviet Union and Eastern Europe, and prepare the ground for carrying out the Maastricht treaty.

### Aid for Africa

Britain is to make available £9 million for southern Africa, where drought may cut crop yields by 25 per cent. Lynda Chalker, the overseas aid minister, said, Zambia and Zimbabwe will each get £2.5 million to ease balance of payments difficulties because they will have to import more food. Food is being given for Mozambique and Mozambican refugees in Malawi.

### Parliament today

Commons (2.30): Questions: Agriculture, Fisheries and Food; prime minister. Debates on Yugoslavia and on Northern Ireland. Lords (3): Competition and Service (Utilities) Bill committee, first day.

Liberal Democrats and Labour offer financial advice to Chancellor in run-up to the Budget

## Beith calls for £6bn rise in borrowing

By NICHOLAS WOOD, POLITICAL CORRESPONDENT

PUBLIC borrowing should be increased by £6 billion in the Budget to stop Britain sliding into a slump, the Liberal Democrats said yesterday.

Setting his face against tax cuts and decrying the timidity of Labour's rival £1 billion recovery package, Alan Beith, the centre party's Treasury spokesman, said the extra money should be ploughed into capital investment in the public services, education, training and holding down business rates. He estimated that the package would reduce unemployment by 600,000 in two years.

"Our Budget strategy is aimed at turning Britain round and lifting the economy out of this awful recession. Our emergency programme will prevent Britain drifting into depression and 1930s-style slump conditions," he told a press conference.

Mr Beith said his plan to raise the public sector borrowing requirement (PSBR) by £6 billion this year and next was only temporary. After two years, the PSBR would fall back sharply. Tax cuts, unless they were reversed, would mean higher borrowing for years to come.

Norman Lamont, the Chancellor, approaches next week's Budget with a PSBR baseline of £19 billion. This figure, implied in the autumn statement, has been inflated by the length and depth of the recession and the true figure is probably around £22 billion. Mr Beith said his plans for a £6 billion boost to the

economy were over and above a neutral Budget, suggesting that the Liberal Democrats were aiming at a PSBR of around £28 billion. This would compare with a government target of £25 billion if Mr Lamont gives away £3 billion in tax cuts.

Mr Beith said it was impossible for him to be precise about his PSBR level until the Chancellor delivered the Budget. His figure would probably prove to be higher than the government's, but he suspected that all the main parties were looking at borrowing £25-£30 billion. "We are not in the business of producing a PSBR which would cause alarm in the markets or weaken our position in the ERM," he said.

The dividing line between the Tories and the Liberal Democrats rested on their attitudes to tax cuts, Mr Beith said. While the government saw tax cuts as the best way of stimulating the economy and ending the recession, the centre party favoured public investment. With people worried about losing their jobs, and further depreciation in the value of their homes, they would be inclined to save any extra money given to them by the Chancellor. Extra public investment would go straight into the economy, helping the ailing construction industry.

"Borrowing for temporary investment programmes is far more prudent than borrowing to fund tax cuts, which are geared to con-



Beith: going to work on the economy with the Liberal Democrats' recovery package

## Tax cuts 'squander the seedcorn of the future'

By PHILIP WEBSTER, CHIEF POLITICAL CORRESPONDENT

THE shadow chancellor called yesterday for a Budget for investment, pledging that he would operate on the level of borrowing he inherits from the government. John Smith, who confirmed that he would be presenting his own taxation and spending plans on Tuesday, March 17, almost certainly after the election campaign has begun, also urged an immediate interest cut of 0.5 per cent.

Again trying to draw a stark contrast between the government's expected tax cuts and Labour's preference for spending available resources on public services, Mr Smith said a tax cut bribe was being offered by a Conservative government "that is living on borrowed money and borrowed time".

Mr Smith, who refused to be drawn on the detail of Labour's plan to introduce a top rate tax of 50 per cent and to abolish the ceiling on national insurance contributions, said that Labour's commitment to increase child

benefit and pensions would be met in full. He was more explicit than before on his readiness to accept the public sector borrowing requirement set next Tuesday by Norman Lamont. "When we win the election there will be a PSBR in place. We will operate on the basis of what it is," he said.

Mr Smith said that borrowing to cut taxes was squandering the seedcorn of future growth. "It deliberately encourages consumption not investment and is an untargeted and ineffective way to promote economic recovery." He added: "Borrowing for investment ensures that we do not slide further and further into debt. Instead we create the productive capacity which provides the means to pay off our debt."

He denied that a Labour government would mean a long period of deficit financing. Deficits were sometimes necessary, he said, but borrowed money had to be repaid. Borrowing to invest at

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## Tories find support in City forecasts

By NICHOLAS WOOD, POLITICAL CORRESPONDENT

THE Conservatives launched a renewed assault on the Opposition's economic credibility yesterday by citing City forecasts showing that on seven key indicators of prosperity a Labour government would do worse.

Peter Lilley, the trade secretary, said that according to the forecasts, published by 15 analysts over the past two years, growth and share prices would be lower under a Labour government. It would drive up unemployment, public sector borrowing, interest rates and inflation and widen the trade deficit. Mr Lilley denied the sustained effort by the Opposition's Treasury team to court City opinion at boardroom lunches. "After two years of Labour's prawn cocktail offensive, the City knows all about Labour's policies. Its conclusion is a definitive thumbs down," Mr Lilley told a press conference.

The Tories published a report detailing the forecasts prepared by groups such as Hoare Govett, Credit Lyonnais, James Capel and London Business School. Chris Patten, the party chairman, said the forecasts were independent and that Central Office researchers had not been selective in their compilation. "What those forecasts show is that Labour policies would produce a worse outcome

than Conservative policies on the seven key indicators of economic success."

On economic growth, for instance, the average of forecasts from 11 analysts showed that for the first two years a Labour government would outperform a Conservative one. But by year three, the economy would be growing 0.4 per cent faster under Tory management, rising to 1.2 per cent by year five. Interest rates would be 2.5 per cent higher under a Labour government, according to an average of forecasts from ten analysts. By the fifth year of a Labour government, inflation would be 3.9 per cent higher than under a Tory one.

The forecasters have more confidence in Labour's ability to tackle unemployment, predicting that after three years in power the dole queues would be 20,000 shorter than under the Tories. But after four years, the jobless tally would be 142,000 greater under Labour. These figures are heavily influenced by inclusion of the forecast from the monetarist Liverpool Macroeconomic Research, which predicts that unemployment would be three million higher under Labour after five years. No other forecaster is anything like as pessimistic.

## Spending policies attacked

By JOHN WINDER

THE government was accused in the House of Lords last night of spending money as if it were about to become obsolete. Lord Peston, a Labour spokesman and an economist, said that an incoming Labour government would have to bring the nation's finances under control as an immediate priority.

Opening a debate on the economy, he said that in a few weeks a Labour government would face with a "worst case scenario" and had to base its policy on that, rather than the prime minister's assertion that things were improving. Extra spending on health and education would have to come after they had the money and not before, as with the present government.

Lord Brabazon of Tara, for the government, said it had laid the ground for a return to sustainable growth. He added: "I would not deny that the relative position of the United Kingdom has fallen back a little as we have started this decade by going into an economic downturn earlier than other European countries."

## SNP wins boost in popularity

By KERRY GILL

THE Scottish National Party's popularity has risen to 30 per cent, its highest rating for more than two years, leaving the Tories trailing 12 points behind, according to an opinion poll conducted by Market Research Scotland for Granada Television.

The SNP won 11 parliamentary seats in October 1974 on a similar percentage vote. However, support for independence has fallen to 30 per cent. In January Scottish support for independence reached 50 per cent at the expense of Labour's call for devolution, and led to bitter confrontations between the SNP and Labour, much to the delight of the Scottish Conservatives.

Last night the Tories were able to take heart from a 25 per cent vote for the constitutional status quo in Scotland but were obviously disappointed that their vote, which had stabilised over the past few weeks in the low twenties, had fallen. Labour's vote was 39 per cent and the Liberal Democrats polled 12 per

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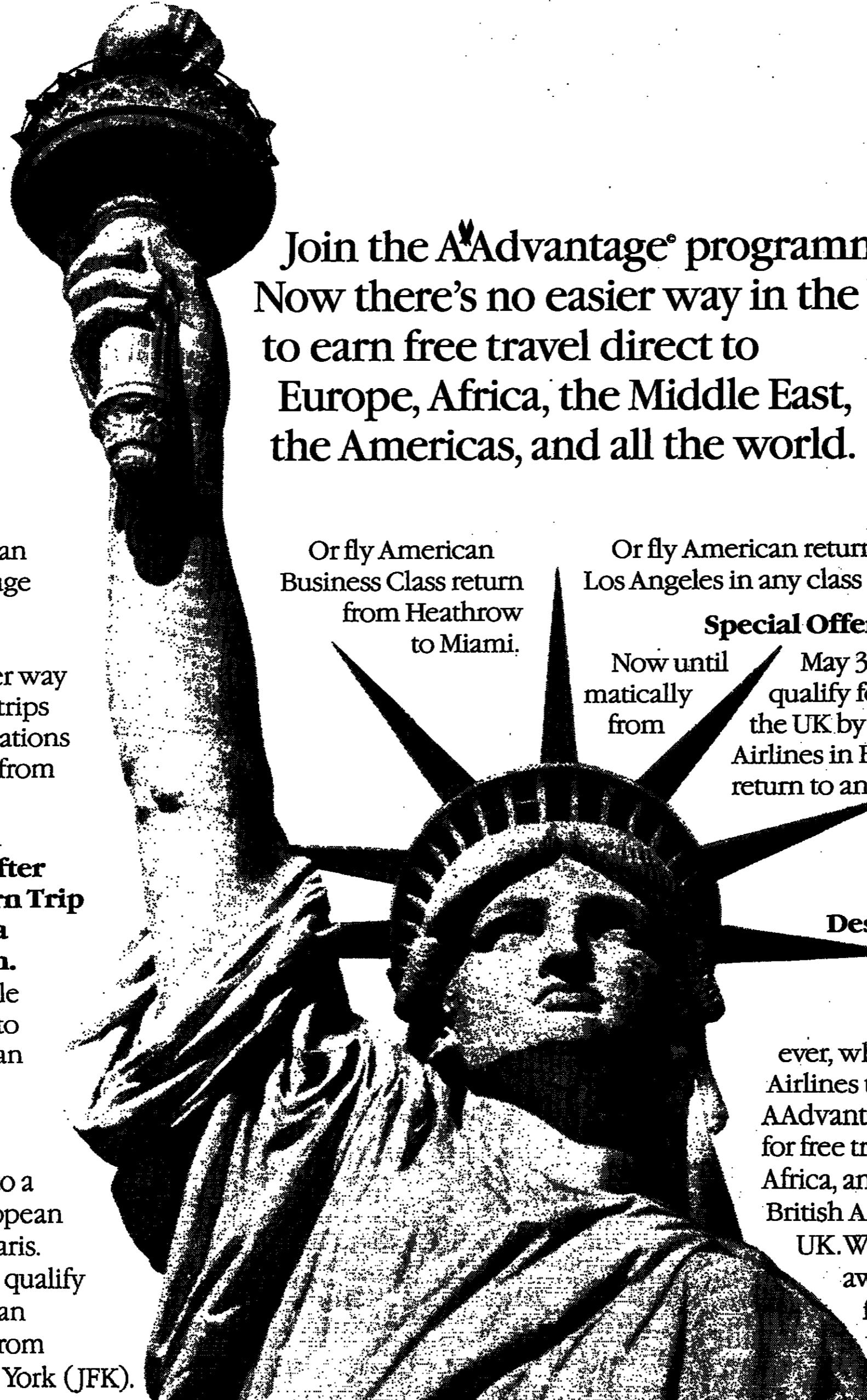
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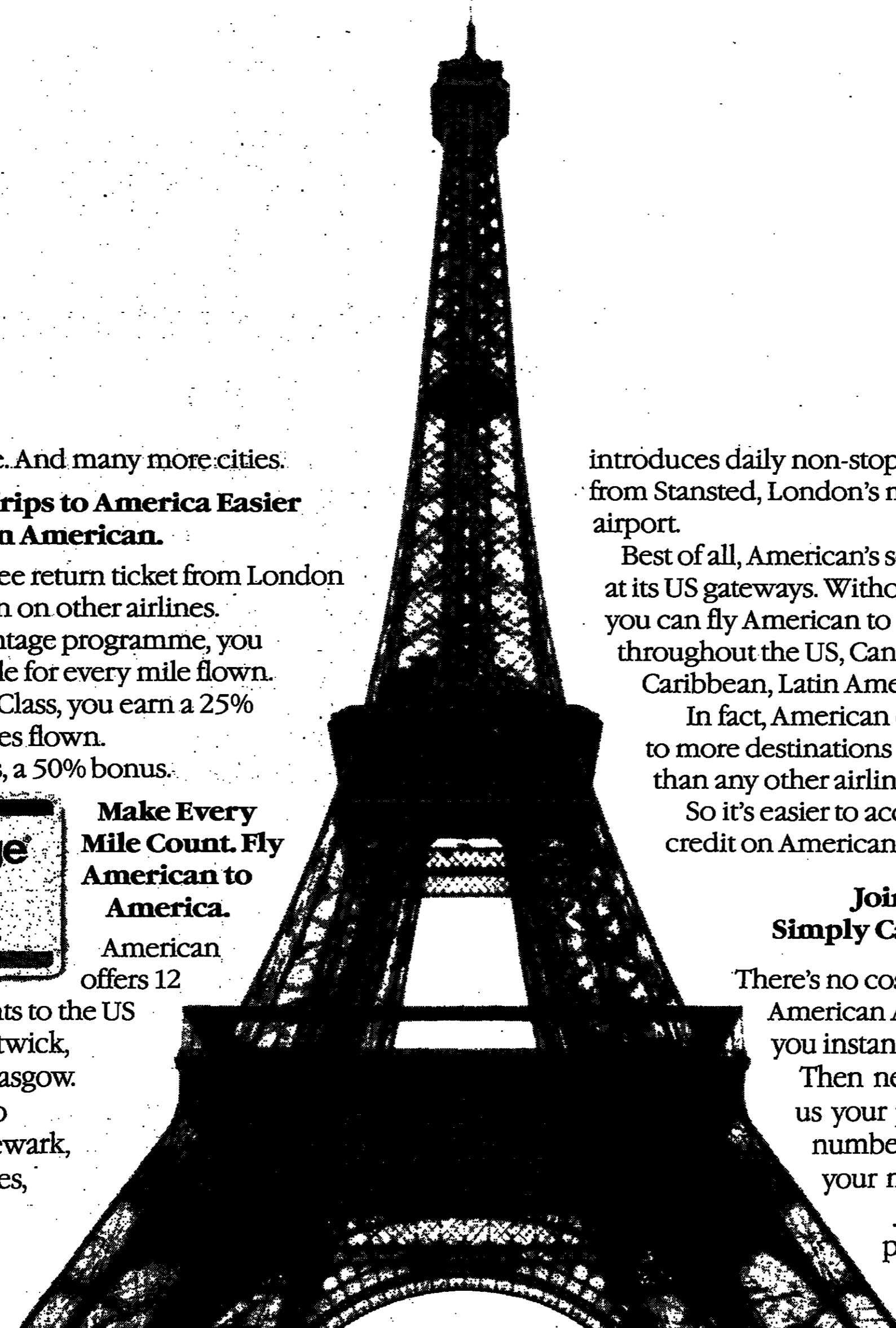
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## Parties agree on multirace cabinet for South Africa

FROM GAVIN BELL IN JOHANNESBURG

SOUTH Africa's principal pro-reform parties have agreed to form an interim, multiracial cabinet pending the adoption of a new constitution. The accord was announced yesterday by Barend du Plessis, the finance minister, who hailed it as an important breakthrough in negotiations between the government, the African National Congress, and 17 other parties.

The appointment of an interim executive was agreed by the working committee to the Convention for a Democratic South Africa (Codesa), and would be given legal authority by parliament through amendments to the constitution or legislation. Ministers would be appointed by consensus among the parties, rather than by the president.

## Somalia fighting dies down

FROM ASSOCIATED PRESS IN NAIROBI

A DAY after clan warlords pledged to observe a ceasefire they ignored for more than two weeks, only small-arm fire was reported yesterday in Somalia's embattled capital of Mogadishu.

On Tuesday, interim President Ali Mahdi Muhammad and his arch-rival, General Muhammad Farrah Aidid, pledged to take immediate steps to observe a UN-brokered ceasefire signed in New York on February 14.

The accord aimed to end a war that has killed or wounded more than 30,000 people — mostly women and children — since November 17. Hundreds of thousands more have fled to the barren countryside.

General Aidid and President Ali Mahdi agreed to have UN teams monitor the ceasefire on each side, but differed on whether the observers should be military or civilian. James Jonah, a UN undersecretary, said on Tuesday that a UN team would visit Mogadishu next week to work out the details and was confident remaining differences would be resolved.

The United Nations plans to send \$12.5 million (£7.5 million) worth of food and medicine to Mogadishu, but not until a ceasefire holds.

The warlords represent rival factions of the Hawiye clan and the United Somalia Congress which ousted President Siad Barre a year ago.

While the need for transitional power-sharing has been generally agreed and various proposals have been put forward, the document represents the first formal accord on this step towards multiracial democracy. It will be submitted to party leaders for further discussions and possible ratification at the next Codesa plenary session, which is expected to take place between April 9 and April 16.

The progress is in line with the desire of the African National Congress and the ruling National party to institute some form of executive power-sharing by the end of the year. Mr du Plessis, the government's senior representative, said that the accord signalled a willingness by Codesa to work on the basis of consensus: "To talk and talk until we agree."

Mr du Plessis, recalling that a bill proposing to co-opt blacks into the cabinet was withdrawn by the previous administration of President Botha in the face of strong opposition, said: "The climate is very much different today. To avoid any notion of co-option, the main objection then and now, is to remove any shadow of doubt, there is to be a procedural agreement on how to make appointments to the cabinet and to adhere to the present constitution ... as well as agreement at Codesa as to how it will take place." He anticipated that the agreement would encourage the resolution of other issues such as an interim legislature, a bill of rights, and political violence.

The urgent need to settle the violence was underlined by a report by the Human Rights Commission, which recorded 2,582 deaths last year in politically related violence in black communities. The death toll in January this year was 104. The worst flashpoints have been townships in Natal and around Johannesburg, where Zulu supporters of the Inkatha Freedom party are locked in a power struggle with residents broadly sympathetic to the ANC.

About 100 deaths in 1991 resulted from action by the security forces, the commission said, a substantial reduction from more than 300 in the previous year. "While the deaths and injuries inflicted by the security forces are still at an unacceptable level and are to be deplored, it is clear that the censure of their methods by various commissions of enquiry has had its effect," it said.

L&T section, page 5



Fire power: a Kenyan paramilitary policeman strikes an anti-government demonstrator with his rifle in central Nairobi yesterday. Hundreds went on a looting spree in a second day of protest at police treatment of women calling for release of political prisoners

## Tourists seek safety as Nairobi rioters stone whites

FROM SAM KILBY IN NAIROBI

THE Kenyan government yesterday published details of a bill to amend the constitution and reduce drastically the powers of the president, as looters rampaged through central Nairobi for the second day, smashing shop windows and stoning cars driven by

affluent whites and tourists. The rioting started on Tuesday after the police used tear gas against women who were staging a hunger strike for the release of political prisoners. Yesterday it degenerated into looting and robbery by youths from the poor districts of Nairobi.

Under the bill tabled by Amos Wako, the attorney-

general, future presidents would be limited to two five-year terms and elected by direct vote. A prime minister would be head of the government, replacing the vice-president as number two, and select his cabinet. He would be appointed by the president, but only with a parliamentary majority.

In the city centre, shocked

tourists took refuge in the lobby of the Hilton Hotel as shops selling fashionable clothes and electrical equipment were broken into on Moi Avenue. Some traffic police joined the looters and raided a sports shop.

Paramilitary police from the notorious General Service Unit were drafted into the worst-hit areas, firing bullets and tear gas to disperse the crowds.

Irving McRea, an American tourist, watched transfixed as a white Kenyan was attacked in his car. "They are just attacking that man because he is rich," a black bystander said. "All the *wazungu* (white men) are rich in Kenya," he added, as the Kenyan managed to drive off.

## Islamic party is dissolved

FROM LAMINE GHANMI IN ALGIERS

A COURT ordered the dissolution of Algeria's fundamentalist Islamic Salvation Front yesterday, nearly two months since the party was denied almost certain victory when elections were called off.

The decision, made by three judges, two of them women, takes effect in one week but is subject to appeal. The move closed any legal outlet for the party's militants, who want to make Algeria an Islamic state. Stunned silence greeted the ruling. Judge Ziani, who could not have held her position under a front government, announced the ruling. "It's a very heavy decision," said one party lawyer, who was part of a team of six in court for the defence.

Latib Belkheir, the Algerian interior minister, asked the court on February 9, the day a 12-month state of emergency was declared, to order the dissolution or suspension of the front, accusing it of multiple violations of the law.

Diplomats say that a ban could drive hardline front members to violence, operating underground. In its last communiqué before the court order, the party said that those thwarted from the legal path would have every reason to turn to "other means". The front "will draw on ... the justice of its cause, the *jihad* (holy war) of its people", it declared. (Reuters)

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CAIRO NOTEBOOK by Christopher Walker

## Madonna eclipsed by crescent moon

THE sighting of the crescent moon marks the start of the holy fasting month of Ramadan for millions of Muslims, facing pressure from fundamentalists to be more strict in their observance of a custom dating back to the 7th century.

In Egypt, Hamdi Sourou,

as the month during which the Archangel Gabriel imparted the Koran to Muhammad. However, despite the pressure from purists, 20th-century observance is often associated with gluttony in the non-fasting hours, which are passed in an atmosphere.

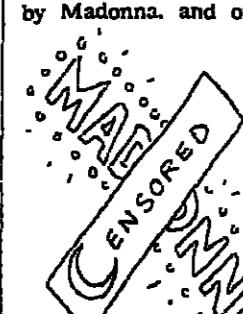
In Egypt, more food is consumed during the month than in the other 11 months of the year combined.

Yesterday, the semi-official Cairo press contained government pledges that supplies of flour, sugar and rice would be increased for the fast and that bakeries would work round the clock.

In many parts of the Muslim world, commentators warn of the health risks of over-eating at the *iftar*, the fast-breaking meal of the early evening, and the *suhur*, the last meal consumed before sunrise. The *Egyptian Mail* complained that the principle of identifying with the sufferings of the poor and needy that underlies the fast had been forgotten. Instead, "the sole preoccupation of almost every Egyptian household ... is how to amass the greatest quantity of food at the table for *iftar*".

Muslims are also exhorted to abstain from pleasures of the flesh during the fast. In some countries, Muslim transgressors face jail, fines and flogging.

Ramadan is observed by about one billion Muslims



that depict "hot sensation" are to be banned. Things are even tougher in many Gulf states. Expatriates are warned that they will lose their work permits if they eat, drink or smoke in public during the fasting hours.

As with Christmas in the West, television has come to dominate Ramadan. Every night in many Arab countries, special Ramadan quizzes, game shows and soap operas are screened.

Islamic party is dissolved

## White House seeks to head off Buchanan after further body blow in primaries

# Battered Bush calls on party to work for unity

THE White House appealed for Republican party unity yesterday as its campaign officials pondered another strong showing by Patrick Buchanan, President Bush's challenger, in Tuesday's primaries.

"President Bush is going to win the nomination and the election", said Marlin Fitzwater, a spokesman, "and it doesn't make sense for our own party to make it more difficult".

The appeal met an immediate rebuff from the Buchanan camp which pointed to its 36 per cent showing in Georgia and 30 per cent in Colorado and Maryland. "George Bush is as weak today as Jimmy Carter was in 1980", a spokesman said, "and this time the Republican party will be the loser unless it rids itself of the president".

Mr Buchanan announced that the "battle of the south" had now begun and that he alone could win the Republican swing votes that had won the presidency for Ronald Reagan and Mr Bush. The president now had only the loyalist base, he said.

Mr Bush himself, campaigning in Florida in advance of next week's "Super Tuesday" primaries, said that he was pleased with his three victories. Winning was what

The team fighting to re-elect the president is rallying to counter the challenger's onslaught, Peter Stoohard, US Editor, writes from Atlanta



counted, he said, a message which was amplified by his Georgia state director, Fred Cooper, who flaunted the 52 delegates which the president had won in the "winner-takes-all" contest here.

Yesterday Mr Bush campaigned alongside General Norman Schwarzkopf, the Gulf War commander, and concentrated, as he did in Georgia, on Mr Buchanan's opposition to that war. Today he continues a tour of six states which will vote next Tuesday, the most important day of the primary campaign.

White House aides hope to appeal to the strong sense of loyalty among Republicans, particularly women whose votes have been given disproportionately to Mr Bush in both New Hampshire and Georgia. This strategy is like-

ly to be given a boost on Saturday when the two men challenge each other again in the Bush stronghold of South Carolina.

If Mr Buchanan can hold his vote there, a state run like a Bush machine by the president's good friend, Governor Carroll Campbell, the White House will sound a general alarm. Nicholas Brady, the treasury secretary, and Richard Darman, the budget director, may lose their jobs for their role in the 1990 tax-raising deal which Mr Bush has now admitted to have been his biggest mistake in office.

Georgian Republicans on both sides, analysing Tuesday's result at late-night "victory parties", agreed that a substantial part of the Buchanan vote was a protest

against the president. His result, they pointed out, was only six points better in Georgia, where he had campaigned extensively, than in Colorado and Maryland where he had barely campaigned at all.

But the two sides drew very different conclusions about what should happen next. The Bush supporters, many of them happy that Mr Buchanan has moved the president to the right, wanted the challenger to pack up and go home now. As they celebrated before a giant television screen at a suburban Atlanta hotel, many voiced the fear that Bill Clinton's success on the Democratic side could quickly create a powerful challenger to the Republican hold on the White House. Now was the time for unity, they said, raising their glasses at what was certainly the smartest party of the night.

The greatest enthusiasm, however, was at Buchanan headquarters where, although they would have liked to exceed their New Hampshire total of 37 per cent, the mood was almost triumphant. Mr Buchanan's favourite jibe of the moment is to call his opponents "kennel-fed conservatives" up against him and his hunting dogs. The dogs, several looking more capable of viciousness than their candidate, growled cheerfully.

Some were looking to Louisiana, a Super Tuesday state, whose racial turmoil exacerbated by last year's challenge for the governorship by David Duke, the former Ku Klux Klan leader, makes it a tempting target. Others were planning excursions beyond the south, to hard-pressed Michigan which votes on March 17 and where Mr Buchanan's economic message might win him the victory which he now so badly needs.

Asked yesterday what he was giving up for Lent, Mr Buchanan said "I'm going to give up winning the silver medal in a two man race."

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On the biggest day yet of the 1992 election calendar, Mr Clinton, the Arkansas governor, put his battered campaign back on track with his first win – an overwhelming victory in Georgia, where a herculean effort secured



Picture of confidence: Pat Buchanan in Atlanta as the results of the primaries were coming through

## Clinton moves in for Southern kill

PAUL Tsongas and Bill Clinton launched themselves into an 18-state, two-week battle for the Democratic presidential nomination yesterday after victories on Tuesday that established them as the undisputed front runners.

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Bill Clinton hopes to wrap up the nomination on Super Tuesday but Paul Tsongas keeps upsetting the Democrat prophets, Martin Fletcher reports

him 57 per cent of the vote to Mr Tsongas's 24 per cent. He again failed to win outside his native South, but is now poised for a string of big Super Tuesday victories next week that he hopes will clinch the race.

Mr Tsongas, the former Massachusetts governor, also bounced right back after disappointing results in Maine and South Dakota. He proved he had national appeal by winning Maryland with 41 per cent of the vote to Mr Clinton's 33. He also won the Utah primary and the Washington state caucuses, and came a strong second almost everywhere else.

But Mr Tsongas failed to cap his achievements by winning Colorado, where Jerry Brown, the maverick former California governor, pulled off a remarkable upset. With his angry outsiders' campaign and strong anti-nuclear, pro-environment platform, Mr Brown came from nowhere to take approximately 32 per cent of the vote, with Mr Tsongas and Mr Clinton in a virtual draw for second place.

Mr Kerrey came fourth or fifth in all seven primaries and caucuses despite last week's South Dakota victory, and could well be on the point of dropping out. Almost out of money, he cancelled appearances in Florida yesterday and returned to Washington to "reassess his schedule", a spokesman said.

Tom Harkin, the Iowa senator, narrowly won barely contested caucuses in Minnesota and Idaho but flopped in Maryland's primary. He still believes he can recover in the large suburban areas of the other two – Texas and particularly Florida, which is the North transplanted, and proved fertile ground for Michael Dukakis, a fellow Massachusetts Greek, in 1988. He will win his native Massachusetts and probably neighbouring Rhode Island on Super Tuesday, and banks on a good performance in the South. The race remains "wide open", said Ron Brown, Democratic party chairman. Tuesday's results "make Super Tuesday even more important, and the Illinois and Michigan primaries on March 17 potentially decisive."



Harkin: pins hopes on the unionised North

they will seek to exploit. Exit polls showed Mr Clinton won Georgia with strong support from blacks and blue-collar rural and urban whites, while Mr Tsongas carried Maryland with the overwhelming support of the well-educated, upper-income suburban professionals.

Eight of the 11 Super Tuesday contests are in Southern states, six of which border on Mr Clinton's Arkansas base. Mr Tsongas intends to target the large suburban areas of the other two – Texas and particularly Florida, which is the North transplanted, and proved fertile ground for Michael Dukakis, a fellow Massachusetts Greek, in 1988. He will win his native Massachusetts and probably neighbouring Rhode Island on Super Tuesday, and banks on a good performance in the South. The race remains "wide open", said Ron Brown, Democratic party chairman. Tuesday's results "make Super Tuesday even more important, and the Illinois and Michigan primaries on March 17 potentially decisive."

Buchanan profile, page 14

PRIMARIES		UTAH
COLORADO		Tsongas 33%
Republicans	67%	Brown 28%
Bush	30%	Clinton 18%
Buchanan		Kerry 11%
Democrats		Harkin 4%
Brown	32%	
Clinton	27%	
Tsongas	26%	
Kerry	10%	
Harkin	2%	
CAUCUSES		
IDAHO (early results)		
DEMOCRATS		Harkin 30%
Tsongas	22%	Brown 22%
Brown	11%	Clinton 11%
Kerry	8%	Kerry 8%
Harkin	2%	
WASHINGTON (early results)		
DEMOCRATS		Tsongas 32%
Brown	19%	Clinton 14%
Kerry	7%	Harkin 7%
Uncommitted	20%	
MARYLAND		
REPUBLICANS		Bush 70%
Buchanan	30%	Clinton 14%
DEMOCRATS		Kerry 6%
Tsongas	40%	Uncommitted 20%
Brown	34%	
Harkin	8%	
Kerry	5%	
EARLY INDICATIONS FROM MINNESOTA		
DEMOCRATS		Tsongas 58%
Brown	23%	Clinton 11%
Kerry	5%	Brown 5%
Harkin	2%	

## Britain rejects offer by Libyan leader

By MICHAEL BINYON AND JOHN PHILLIPS

Britain yesterday rejected an offer by Muammar Gaddafi, the Libyan leader, to hand over the two Lockerbie suspects to the United Nations.

The government said a report by Boutros Boutros Ghali, the secretary-general, noted that the Libyan response still failed to comply fully with the UN Security Council resolution 731, which demands the Libyan suspects be handed over for trial in Britain or America.

Britain, the United States and France are now likely to propose a new resolution imposing sanctions on Libya.

The government said a report by Boutros Boutros Ghali, the secretary-general, noted that the Libyan response still failed to comply fully with the UN Security Council resolution 731, which demands the Libyan suspects be handed over for trial in Britain or America.

In a meeting with Vasily Safronchuk, the envoy sent twice last month to Tripoli by Dr Boutros Ghali to convey the UN demands, Colonel Gaddafi offered to turn the two men over to the United States on condition that Washington restored relations with Libya. The Americans and the British have

both rejected any negotiation on the security council resolution, however, and Washington is likely to give the offer a frosty response.

British officials said the proposal was one of an "avalanche" of ideas now coming from Tripoli, which showed that Colonel Gaddafi was still trying to wriggle out of compliance.

Britain also dismissed a Libyan proposal to hand the suspects over to a neutral country. The details of this offer, as well as others, were

vague and contradictory. On Monday Libya's ambassador to France, Saad Mujafer, said Colonel Gaddafi could not deliver the two men to Britain or America because he did not have the power to do so.

Recent US sabre rattling against Libya does not seem to perturb the people of Tripoli. Unlike Colonel Gaddafi, ordinary Libyans show surprisingly few signs of expecting another American attack. The country's official newspapers are filled with dire warnings and messages

of solidarity from its last remaining friends in Cuba, Yemen, and North Korea. But a Tripoli-based diplomat said most Libyans prefer to listen to the BBC World Service for information.

A few new artillery batteries

have been set up on Libyan shores, and some key government buildings have had sand-bagged anti-aircraft guns placed on them. But foreign observers see these as symbolic gestures.

Leading article, page 15

## Japan-bashers cheer senator

FROM CHARLES BREMNER IN NEW YORK

IF a prize was given for the most brazen crack in the sport of Japan-bashing, the season's favourite electoral ploy, it would be won this week by Senator Ernest Hollings of South Carolina. American workers, he said, "should draw a mushroom cloud and put underneath it: 'Made in America by lazy and illiterate Americans and tested in Japan'."

Yesterday Mr Hollings, a popular Southern Democrat, remained unrepentant over the remark, which brought a storm of cheers when he visited a roller-bearing

plant in his home state on Monday. It has since been repeated on radio talk shows across the United States.

"I'm not Japan-bashing. I'm defending against America-bashing," Mr Hollings said. "I made a joke to make a point that the Japanese speaker was wrong when he said that American workers are lazy and stupid." Those remarks, made in January by Yoshiro Sakurada and echoed by others, exacerbated public resentment towards Japan and detonated a wave of jibes from politicians, on television and in advertising.

The Japan America Society said the senator was sending a dangerous message. "His remark promotes a racist kind of emotional facts that we need to deal with right now."

Underlying the transpacific rhetoric is a growing worry among policymakers and experts in American-Japanese affairs that the antagonism is getting out of hand. The old consensus among the policy elites of both countries in favour of preserving close ties is showing signs of giving way to angry emotions.

## Lessons in life of the Mafia

By CHARLES BREMNER

JOHN Gotti's treasonous underboss delivered another extraordinary lesson in the code of the Mafia yesterday, allaying any lingering notion that the Hollywood version of the New York gangster world was just folklore.

Rounding off his account of the life and times of the alleged "Godfather", Salvatore "Sammy the Bull" Gravano told the Brooklyn court that he was aware that his future health was at risk for "ratting" on the most powerful man in the US Mafia. There was a "family rule", he said under questioning from the prosecution.

"Members must never admit that we're members of the Cosa Nostra." Another ruling said, applied to members who were arrested. "They could take a plea as long as they didn't admit to being members of La Cosa Nostra," he said.

Mr Gotti, insists he is a merely an under-paid plumber salesman who has fallen victim to the lurid imagination of ambitious prosecutors. Mr Gravano has admitted carrying out 19 "hits" for Mafia bosses.

## Azerbaijanis flee in face of Armenian marauders

BY ANATOL LIEVEN IN AGDAM  
AND OUR FOREIGN STAFF

ABOUT 35,000 civilians are fleeing towards Baku, the capital of Azerbaijan, to escape Armenian militia attacks in the city of Agdam outside the disputed enclave of Nagorno-Karabakh, the charity Médecins sans Frontières said yesterday.

The Commonwealth of Independent States paratroop battalion, having tried to organise an evacuation of forces, was still encamped on the edge of Nagorno-Karabakh, where the Afghan plain sweeps up to meet the Armenian-controlled mountains.

The battalion was sent to Agdam on Sunday to act as an additional escort for the evacuation from the mainly Armenian enclave of the 366th motorised infantry regiment to the main Commonwealth military base at Ganja. But the pullback has been postponed because of attacks by Armenian detachments.

According to the paratroop commander, the worst of these took place at Khodjaly airport, as the regiment was trying to evacuate part of its equipment. One soldier was killed and several were wounded. The commander said that the Armenians were trying to seize weapons.

Azerbaijan yesterday accused former Soviet troops of joining Armenian forces in slaughtering Azerbaijanis trying

to flee the besieged town of Khodjaly in the enclave. At a Moscow news conference where officials played a videotape showing dozens of corpses of men, women and children, an Azerbaijani presidential spokesman said at least a thousand people died in the attack on Khodjaly.

He said dozens of former Soviet armoured personnel carriers and tanks of the 366th Motorised Rifle Regiment, now controlled by the Commonwealth, had surrounded Khodjaly on February 25-26. His only evidence was written accounts by witnesses evacuated to Baku.

A spokesman for the Commonwealth armed forces denied the claims: "The regiment is prohibited from taking part in any of the military operations on either side. They have been fulfilling this order."

In the past four years, Armenia has repeatedly accused the Soviet army of siding with Azerbaijan, but some Armenians seem to regard the Commonwealth forces as their defenders, and civilians are reportedly blocking roads to prevent them leaving Nagorno-Karabakh. Azerbaijanis are convinced that men from the regiment took part in the Armenian capture of Khodjaly, and in the massacre of Azerbaijanis, so the regiment's path through Azerbaijan may not be easy.

The paratroop commander said his orders were to provide an escort so that Azerbaijani forces would not try to seize regimental equipment. He said that the road from Stepanakert had been mined by the Armenians, and that he had no idea when the evacuation would be resumed, but added that his force would be returning to base by Saturday. An officer said that their orders were that if the Armenians continued to block the withdrawal, the paratroops should go in to effect it, by force if necessary.

Military helicopters have been passing over Agdam, presumably evacuating troops, and two deserters from the 366th said that the

regiment had been reduced in size over the past few months, and that only a few hundred men are left.

Private Karim Olyman, an Uzbek, and Agajuman Agamuradov, a Turkmen, said they had deserted from the regiment on February 20 "because Muslim soldiers are badly treated there". They said that they had seen Armenian officers taking armoured vehicles from the regiment, and a Russian officer giving orders to fire on the Azerbaijani town of Shusha. They also described an attack by Armenians on their barracks.

Private Olyman said they had gone to Khodjaly and were there when the Armenians attacked. The two had been in Azerbaijani hands for two weeks, and were surrounded by Azerbaijanis during the interview.

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Walking the line: Erich Honecker, the former East German leader, with his wife, Margot, outside the Chilean embassy in Moscow. Yesterday Bonn called again for his extradition after doctors said that he was well

## Wary East Europeans make capital of mark's march

THE counter-spies of post-communist Europe have been active. A dossier has thudded onto the desk of President Havel of Czechoslovakia referring darkly to Deutschmark imperialism and creeping German influence in Bohemia and Moravia. A similar report has been issued by Poland's Office of State Protection. Both the Czechoslovak and Polish security services have been recruiting German speakers.

The Czechs and the Poles, as well as the Romanians, the Russians and, for different reasons, the Serbs are becoming deeply suspicious about German ambitions in Eastern Europe. These fears first arose in 1990, after German unification, and gave way briefly to a new anxiety—that the Germans would be too busy absorbing their eastern provinces to spare a thought for Eastern Europe. Now, as market reforms start to hurt and protectionist sentiment grips the west as well as the east, the "ugly German" is again a useful scapegoat.

For the displaced communists, the influx of German capital is an excuse to play the nationalist card. Privatisa-

Czechoslovaks and Poles feel caught between economic needs and wartime memories, writes Roger Boyes

tion they say, is merely a means of giving national assets to the Germans; ergo, opposing privatisation is a patriotic duty.

President Havel bluntly dismisses this posturing. "It is a paradox," he says, "that those who betrayed our sovereignty for the past 40 years have suddenly become patriots and defenders of state and nation." He was highly irritated by demonstrators who chanted anti-German slogans when Helmut Kohl, the chancellor, arrived in Prague to sign a friendship treaty.

His view is shared by the more cosmopolitan of the former dissidents who run the governments in Prague and Warsaw and understand that economic reform would have collapsed without German capital. Yet these urban élites have underestimated the an-

xity about Germany which can be stirred up. In Romania, there is resentment about the ethnic Germans who used to be bought freedom by Bonn during the Ceausescu years. In Russia, there is unease about deals that would resettle the Volga Germans in return for injections of capital; in Serbia, there is the belief that Bonn forced the hand of the European Community in recognising Croatia and Slovenia. In all these countries, national communists can count on anti-German rhetoric to mobilise pensioners or unhappy workers in struggling state industries. But it is the Czechs and the Poles, with their memories of wartime destruction and concentration camps, who are most fearful.

German companies provide more than 50 per cent of the \$850 million (\$490 million) in foreign investment in Czechoslovakia. Volkswagen has made the biggest investment yet in Eastern Europe, earmarking about \$5 billion by the end of the decade for the Škoda car factory. Again and again German companies have edged out foreign competition. German investment in Poland is also strong, but not as visible, as in Czechoslovakia, as it is parcellled off in chunks of about \$10 million. The Germans are therefore not big employers in Poland.

The German presence is more flashily displayed in Prague. President Havel, for example, drives a red BMW. Yet it is Petr Pithart, the Czech prime minister, who has probably come closest to the popular mood, remarking: "We have to ask, what is German capital? Does it have the same geopolitical context as in the 1930s?"

The answer is complex. Capital from Germany is not entirely German capital. The Škoda that crowd Warsaw are produced by General Motors. Moreover, German commercial success in the region reflects the skill and sensibility of the country's businessmen. In Slovakia, Volkswagen has made a point of guaranteeing jobs. It is the political question that continues to nag.

## War fear grips Sarajevo

FROM TIM JUDAH  
IN SARAJEVO

SARAJEVO, the Bosnian capital, remained tense yesterday after a night of panic fuelled by rumours that Serbs were "marching" on the city. Checkpoints were manned by Muslim militiamen, while Serb militiamen claimed that they were being sniped at by the Muslim irregulars, known as "Alifa's army". Alija Izetbegovic, the president of Bosnia-Herzegovina, and a Muslim, said that over the past few days his ethnically mixed republic had "narrowly skirted disaster", but that he felt civil war had been avoided.

Late on Tuesday, Mr Izetbegovic said that it had been "confirmed" that Serbs from the predominantly Serbian town of Pale, ten miles east of Sarajevo, were on their way to attack the capital. This was later denied by Radovan Karadzic, the Serb leader, who said that it was a "terrible lie" to say that he had ordered any such attack. As Muslims were gathering at a police checkpoint on the Pale road, ready to defend the city, reports came through that joint police patrols with the Yugoslav army were to be started. These began in the early hours of yesterday.

Pale is situated within the self-proclaimed Serbian autonomous region of Republika Srpska, which authorities were yesterday reported to have "taken complete control" of the area. In a statement, the authorities said that they "had totally lost confidence in the possibility of a political arrangement with the Muslim people".

Officials were also dispatched to the northern town of Bosanski Brod where several deaths have been reported in clashes over the past few days. Bosanski Brod, which lies on the Sava river between Croatia and Bosnia, was said to be quiet yesterday after talks had been arranged between the warring parties, but there was no independent confirmation of this.

## Carreras takes plunge in Bath

José Carreras, the leading tenor, will make his British open-air debut in Bath in June, where he hopes to sing to 15,000 fans. More than 200 performers, including the BBC Philharmonic Orchestra, will take part in the show in the Royal Crescent. It will require 300 technicians and will have taken six months to organise.

Carreras is the last of the world's top three tenors to stage an open-air show in Britain for the growing number of opera enthusiasts. Luciano Pavarotti was drenched during one of the heaviest rainstorms of last year when he sang to 150,000 in Hyde Park. Plácido Domingo appeared in Windsor.

Later this year, Carreras will be the musical director for the opening and closing ceremonies of the Olympic Games in Barcelona.

Prince Felipe, a member of Spain's yachting team and heir to the Spanish throne, has been nominated to serve as the host country's flag bearer at the Olympic opening ceremony, according to *El Mundo Deportivo* newspaper, which quoted unnamed sources. It said that the prince would be elected provided he can earn a place in the Olympic team at next week's Spanish Cup trials in Barcelona.

President Walesa of Poland will make an official visit to Germany from March 30 to

April 2 at the invitation of President von Weizsäcker. Mr Walesa's office said in a statement yesterday. The visit, which was previously planned for late last year, comes after some Warsaw government ministers suggested that Poland had reason to fear German economic expansion. Trade with Germany accounted for about a third of Poland's foreign trade in 1991.

Actor-director Ross Howard said he felt as though he was stepping back in time when he went to California to film a *Happy Days* television reunion show. Howard, aged 38, who played Richie Cunningham, said he still sees Henry Winkler ("the Fonz") and other cast members. The situation comedy ran from 1974 to 1984.

Kitty Dukakis, training to become a counsellor for drug and alcohol abusers, said she was grateful that her husband, Michael Dukakis, lost the 1988 presidential race. "I would not have been able to get sober had Michael been elected president," she told 200 health professionals and former addicts. Mr Dukakis, the former Massachusetts governor, has joined his wife on a crusade for universal health care, including coverage for substance abuse. Mrs Dukakis, aged 55, was addicted to diet pills and alcohol and suffers from manic depression.

## Austria seeks break from tainted past

FROM ANNE MC ELVOY IN VIENNA

GIANT election posters adorning street corners do little to betray the political turmoil afflicting Austria this week as the battle for the post of president gets under way. Austria is anxious to avoid scandal now that Kurt Waldheim, shunned by other world leaders for his dubious wartime past, is to be re-elected in the Hofburg palace. President Waldheim only grudgingly agreed not to stand for a second term after pressure from his conservative backers, who belatedly recognised that it would be diplomatically suicidal for the country to continue with a head of state unable to represent his country abroad. The clear favourite is Rudolf Streicher, who rose from being a toolmaker to become the head of Steyr-Daimler-Puch, one of Austria's largest engineering companies.

Herr Streicher, a Social Democrat, has a reputation as a clean-up merchant in a country trying to shed its reputation for political and industrial scandals while seeking swift entry to the European Community. He was brought in to oversee the notoriously corrupt nationalised industry and he went on to cut an honest figure as transport minister.

The conservative People's party (ÖVP) opposition is fielding Thomas Klestil, a former ambassador to America, but the real interest centres around Heide Schmidt, the candidate of the extreme-right Freedom party which overtook the ÖVP, gaining a quarter of the vote in last year's Vienna elections. The Freedom party, whose dual platform of anti-foreigner policies and breaking the deadening consensus between the Social Democrats and the conservatives has aroused the interest of voters, is afflicted by scandal after allegations that its leader, Jörg Haider, attempted to cut an honest figure as transport minister.

The report is the organisation's main contribution to the June "Earth summit" conference on environment and development in Rio de Janeiro. It points out that diseases attributable to environment and way of life kill an estimated 37 million of the 49 million people who die each year. About 2,500 million people suffer from illnesses caused by insufficient or contaminated water and lack of sanitation.

Leading cause of death due to environment include diarrhoeal diseases (more than 3 million young children annually), respiratory infections (3.5 million children), tuberculosis (3 million people), cancer (5 million).

Carlo Ripa di Meana, the European Community environment commissioner, has threatened not to go to the conference unless a permanent home for his environment agency is found. Any decision on this is being vetoed by France, which wants the European Parliament to remain in Strasbourg.

## President attacks Kohl optimism

FROM REUTER IN LEIPZIG

PRESIDENT von Weizsäcker of Germany. The president said west Germans had deceived themselves in believing that growth in east Germany could be fuelled solely by the spillover of robust capitalism in the west.

In Bonn on Tuesday, Herr Weizsäcker took issue with Herr Kohl's prediction after German unification in 1990 of "a flourishing landscape" in the east by 1995, saying this was more likely to take a decade to accomplish. In his Leipzig speech, the president criticised the attitude of many west Germans that recovery in the east could be attained only by sacrificing their own prosperity.

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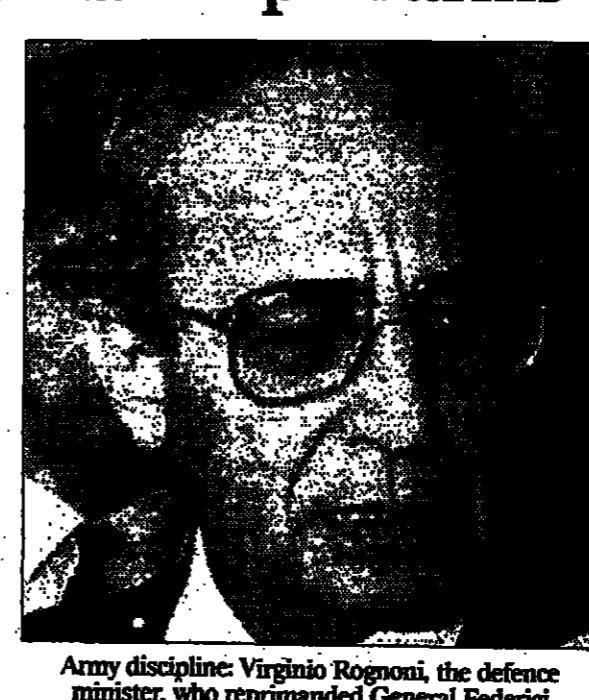
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All forenames

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Date of birth  
(Essential if under 7)

4 Signature

Date  Daytime telephone number  
(useful if there is a query)

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## Buchanan plays to the old prejudices

Peter Stothard, in Atlanta, finds George Bush's campaign ever more beleaguered

The grizzliest rock-and-roll circus in the world left Georgia yesterday; the Secretary of State, Max Cleland, could not resist a comparison between the superstar musicians and the politicians who were also packing their bags. "They go on and on," he said, "Bush, Buchanan, Clinton, Tsongas — The Grateful Dead."

Tuesday's result, in four primary elections and four state caucuses, was a disappointment to those who wanted a quick resolution of this year's feuds. The band of would-be presidents already has the feel of an act that has outlived its time. As the players rolled on to Texas, Florida, Mississippi and Massachusetts, Bill Clinton and Patrick Buchanan were the more graceful, Bob Kerrey and Tom Harkin the more dead. But no one is saying goodbye.

President Bush, the man whose job they are all chasing, looks an increasingly desperate figure as he embarks on his travels again. Thirty-six per cent of Republican voters in Georgia have rejected him, and about 30 per cent elsewhere. It seems he can apologise for raising taxes, sack his arts boss, and say "I care" until his jaw breaks, but nothing will stop the rot of his right-wing support.

In the next week we may see more departmental sackings; perhaps his old friend Nicholas Brady will be thrown from the Treasury to appease the Buchanan hordes. There will be more White House attacks on the Democratic congress. But voters are unlikely to be impressed by anything other than an economic recovery, the timing of which is now almost wholly beyond the president's control.

Mr Bush wants to be seen to be attacking Washington inertia. Instead, and not unreasonably, he is seen as a figure no less inert than those Democrats at whom he daily jibes. It is no coincidence that the most dead of the presidential candidates are the two men — Kerrey and Harkin — who have plush offices on Capitol Hill; nor that the fastest moving winner in Colorado on Tuesday was former California governor Jerry Brown, the anti-establishment scourge who, unlike his colleagues, may well have actually attended a Grateful Dead concert.

Mr Buchanan has been a big beneficiary of Republican protest. He has also offered a vision in this campaign, a dream of the days before the 1960s when there were no Japanese cars, when fathers ruled their families, girls wore bobby-sox, and blacks did not play bongo drums in the streets. The White House believes that if the details of his dream of America were better known, the people would be less inclined to vote for him. But how to expose his appeal to racism, anti-Semitism, and rejection of a world role? Mr Bush would rather wait for the problem to go away.

There is assuredly a dark side to Mr Buchanan's support. At an eve-of-poll rally in Marietta, Georgia, I watched while a rabbi, wearing a yellow "Jude" star and carrying an anti-Buchanan placard, moved quietly to the front in order to heckle the speaker. Standing next to him was a young woman who might have emerged fully-formed from Mr Buchanan's idyl: blonde hair, prim salmon-pink dress and white shoes with straps. "What shall we do to the Jew?" she asked her fiancé, "spit on him?"

At the side of the hall, two young Jewish girls were crying. They had been called "Christian-killers," they said.



Winning the protest vote: Buchanan

He has now firmly wrapped himself in the uniform of the Southern confederacy. He uses civil war slogans, telling a victory rally on Tuesday night that "the truth crushed to earth shall rise again". His supporters treasure tattered banners from New Hampshire as though they were bullet-holed relics of Bull Run.

As he heads for the "Super Tuesday" states of Mississippi, Louisiana, Texas and Florida, he will inevitably be tempted to increase his attacks on conservatism, for blacks in employment, education and the electoral process itself. The distinction between "America First" and xenophobia may be clear to Mr Buchanan's acute debater's mind, but to many it is not.

Hostility to the state of Israel, a theme of the Buchanan campaign, is shared by a wide range of voters. "We cannot nurse it forever," said local Republican candidate Joe Lumper, standing at an unofficial "Dead Heads" concert at the state capitol. "We've got to get the Jews off the hill."

It is a curiosity of this campaign that George Bush, the severest critic of Israel ever to occupy the White House, should be so vulnerable to attacks for giving Israel foreign aid, and the impact of this curious state of affairs will be felt well beyond the next few months. Below the level of the presidency, the free-market, internationalist, pro-Israel wing of the conservative movement is in a bitter battle with those whose older brand of conservative thought, born out of religion, protection and isolation, is proving such a success.

President Bush, even if he is re-elected, will not resolve that conflict. He is a weakened man around whom more powerful forces are gathering fast.

### ...and moreover

#### CRAIG BROWN

Jan 1, 2027. In the new year's honours list, Sir Michael Jagger joins Lord Richard of Summerhill in the House of Lords, where he is welcomed by the Leader of the House, Lord Lloyd Webber of Broadway. The 82-year-old Lord Jagger of Bognor says that he is "delighted" and that he hopes to use his position "to fight not only for the rights of rock stars but for all old people". Lord Jagger, well known in the latter half of the last century for such delightful old melodies as "Street Fighting Man" — often to be heard in period television dramas — believes that rock music "will never die, so long as the present level of arts council funding continues to increase".

March 4, 2030. With sales of "rock" music now accounting for less than 5 per cent of the market — mostly to schools, museums, colleges of further education and recycling projects — the A-level board announces that the time has come to set it as a subject for examination in schools. Within a period of, say, 15 years, it is hoped that almost as many pupils will wish to take an A-level in rock music as at present plump for Latin, ancient history or medieval studies.

Sample examination questions are:

(a) Give an eyewitness account of Cliff Richard's performance of "Congratulations" in the 1968 Eurovision Song Contest. (b) It is a little known fact that the present President of the United States, Michael Jackson, was once a pop singer.

Give the titles any three of his records, translating the choruses of any two of them into modern English.

(c) Who or what were (i) a disc jockey, (ii) a juke box, (iii) a boogie, (iv) a rap, (v) Radio 1, (vi) (for advanced students only) Tony Blackburn? (Examinees may find it useful to employ maps and/or diagrams in answering part vii).

December 16, 2034. On television's long-running *Antiques Roadshow*, a member of the public produces an object that his family has been using as a dishtowel for nearly half a century. After consultation with the relevant encyclopaedias, an expert pronounces it an anachronistic "Sid Vicious" T-shirt (c.1971), and estimates its probable value at between six and seven million pounds, equivalent to the price of a new T-shirt.

May 23, 2035. To celebrate the anniversary of King Charles III's accession, the choir or King's College, Cambridge, sings an old and little-known hymn from the revised edition of *Hymns Ancient and Modern*. "C'm On Feel The Noise", introduced to the hymnbook by Dr Carey, a past Archbishop of Canterbury. The King, who had specially requested song "in keeping with the antiquity of the service" is said to be "delighted".

September 9, 2036. Senior citizens complain that their kind of music is scarcely represented on television or radio. "All you hear these days is young people's music such as opera, violin

concertos and symphonies," says their spokesman, Old Man George, 76, formerly Boy George, a pop singer. "There are plenty of old folk who'd welcome a good old-fashioned drum solo or electric guitar break now and then. But what do we get?"

January 10, 2040. BBC2 announces a major new Sunday afternoon costume-drama set more than 60 years ago and provisionally titled *The Chronicles of the Sex Pistols*. One hundred young actors and actresses are being taught the period dance, the "pogo", and the elderly Lord Roffin, 82, former chairman of the Arts Council, has joined the team to act as a consultant on training in the charming old custom of "the gob". "It's lovely to be able to dress up in these magnificent costumes," enthuses one young actor, whose own costume includes 10 tears, 14 chains and 12 safety-pins. "It brings back the more refined and leisurely atmosphere of yesteryear."

July 17, 2041. As a result of a survey showing that the average age of those attending the bi-annual series of Old Tyme Pop concerts at the Royal Albert Hall is 76, the government pledges financial support for the Pop Trust, a group encouraging an appreciation of pop music in the young. "The young today have no interest in our Heritage," complains the secretary, Sir George Michael, 79. "They just play their radios quietly and go about their own business. It's an absolute disgrace."

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"For every vote you lose by attacking Jews, you gain twenty", a Buchanan supporter reassured a friend who had expressed alarm to me at the scenes of T-shirted thugs trying to keep the rabbis from the television cameras.

The response of the challenger, who saw what was happening at least in its broad outlines, was to say: "This is a rally of Americans by Americans for the good old USA, my friends."

There was a huge cheer.

Many of those who voted for Mr Buchanan had to hold their noses as they made their choice. In another part of suburban Marietta, David Bottoms, professor of English, prize-winning poet and one of the most distinguished new Southern novelists, told me why he had voted for the Republican challenger.

"There is nothing more important than that we get rid of George Bush. He and Reagan made the middle class almost extinct. Education is collapsing. Health care is impossible except for the very rich and the very poor. Buchanan may have some unpleasant friends and be a censor of the arts, but because he is the way to boot out Bush, I'm for him."

His lawyer wife, Kelly, used to work for liberal Democrat Gary Hart. Cradling the nine-month-old baby who prevents her working to pay back her \$50,000 student loan, she reluctantly agreed with her husband. "We need fundamental change Bush has to go."

Mr Buchanan knows,

however, that if he is to force Mr Bush out, he must extend his appeal beyond protest. Economic attacks on the president can only take him so far. Even to be nominated at the Republican convention he needs to win five states outright — and so far he has none.

"Criticism is like a slap in the face," Dr Carey admitted. "It is painful for a moment, but then it fades away. Criticism is the bane of any leader. It is very encouraging for me to look back at my predecessors' careers and see that they have been this way too. People have very short memories. They forget that for 12 years, poor Robert Runcie had at times a terrible fight on this matter." They also forget that an Archbishop of Canterbury has almost no power. All he can do is exhort, encourage and attempt to lead.

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## SAVING GADAFFI'S FACE

Colonel Gadaffi is trying to avoid complying with the United Nations Security Council's order to hand over the Lockerbie suspects for trial. For the past month Libya has defused the world with different and contradictory proposals. These include holding a trial in Libya; inviting a panel of elder statesmen to Libya to examine evidence; sending the men to a "neutral" country for trial; and, most recently, extraditing them to America on condition that Washington restore relations with Tripoli and drop all threats of subsequent penalties.

Such deviousness parallels that of Gadaffi's fellow dictator, Saddam Hussein. The best that can be said of both is that isolation appears to be exercising some leverage at last. To their credit, Britain, France and the United States have stood firm and insisted on full compliance with their original demands. Endorsed by the security council, these are non-negotiable. Unless Libya complies, it runs the same risk as Saddam of incurring a pantop of punitive sanctions.

That is a prospect that clearly frightens Colonel Gadaffi. For all his bluster and threat to set Libya oil wells ablaze, he has seen what air strikes can do, and knows that UN sanctions could hurt his sparse, oil-dependent country. He knows that he cannot shrug off the Lockerbie outrage as he has other terrorist accusations. The world wants proof that he has turned over a new leaf, in the form of unconditional compliance in bringing those responsible to justice. Whereas Libya was able after past outrages to rely on Moscow to veto international retaliation, it now has no such protector in the security council. Even China supports tough action.

Libya has tried to sow confusion. It first accused the three victim countries of violat-

ing the Montreal convention on air piracy by not following proper procedure. Hours later it conceded the substance of Western accusations, even promising compensation if the men are found guilty. The trend of Tripoli's ever more desperate offers is clear: kicking and protesting. Colonel Gadaffi is being forced towards compliance by international pressure and the laudable resolution of Dr Boutros Ghali, UN secretary-general.

The UN stance has even been supported by Egypt, a country which has much to lose from sanctions against Libya. The Egyptians have carefully restored relations with their unpredictable neighbour, which once incited a mass march into Egypt in a bizarre demonstration of Arab unity. With over a million workers now in Libya, Egypt would suffer from any Western military strike. Cairo has been urging Washington not to send the bombers in again. This option is unlikely, but not so sanctions.

Colonel Gadaffi's suggestion that the accused men should be turned over to the UN itself or to a representative of the secretary-general is not immediately acceptable to the West. It still avoids full compliance with Resolution 731, and the UN has no competence to take custody of individuals. But face is important in the Arab world. Insisting that Colonel Gadaffi's regime put the men in handcuffs aboard an American plane could lead to an unnecessary impasse. Handing the men over to either the UN or a third country for immediate transport to Scotland or the United States would be tantamount to compliance, especially if strict arrangements were made for their subsequent arrest. Britain, France and the United States should accept such a formula. Their duty is to enforce justice. The UN must support them in bringing this about.

## DIVIDE AND RULE

What is the world coming to? British unions are adopting the traditional strategy of their old class enemy. Every Marxist is taught how the capitalist responds to hard times. He seeks cartel, monopoly, merger and thus needs to be restrained by the state. Britain's unions, like Britain's capitalists, are now going through hard times also, with membership down from 12 million in 1982 to 7.8 million today. They are reacting like old-fashioned monopolists.

The AEUW engineering union and the EPTU electricians yesterday announced that their members had voted by a six to one majority to merge. This followed hard on the decision of Nalgo, the local government officers' union, NUPE, the public employees, and COHSE in the health service to join forces. The latter would then become the biggest, and the former the second biggest, British union, larger even than the transport and general workers who recently merged with the railwaymen.

At least the merger of the AEUW and the EPTU has a foundation in logic. These unions represent the rump aristocracy of labour, the skilled working class. Multiskilling is ending the divide between the jobs their members do. The days when employers would hire an electrician to wire up the engineer's lathe have passed. Employers, particularly Japanese employers, insist on single union deals, and these two unions have been ready to give them. The united union will have a mutual interest in winning a skill premium over the unskilled.

No such logic holds for the new public sector union. Its members have in common only one thing: that they rely for their hire and reward on the taxpayer. From now on, these unions will cry with a single voice for ever-increasing public expenditure to maintain their members' incomes. Whether they will be able to put the muscle of collective action behind that cry is more doubtful.

The organisation will embrace everyone from senior town hall officers to cleaners. It will be riven between part-timers and full-timers, between bureaucrats and manual workers, between the more and the less skilled. How are they to formulate a pay claim to suit all their members? The casuistry of the most nimble negotiator will find it hard to sustain a claim for a flat-rate rise for

all his members, with full preservation of differentials.

Capitalism, or at least its custodians, now understands the futility of size-for-size's sake as a response to adversity. When times are hard, a wise company seeks to demerge, decentralise, sell off the peripherals and above all, intensify its ability to compete in the market place.

The same is true of combinations of labour. The successful unions of tomorrow will not bear the incubus of expensive head offices, of networks of full-time official researchers, press officers and parliamentary lobbyists. Their "activists" will not waste their time in branch meetings and regional conferences and — pinnacle of the old union world — the union annual conference. They will not subscribe to Labour party funds, machinate in constituency Labour parties or keep Congress House in the style to which it has become accustomed. They will not care if a year goes by without passing a single resolution to remit clause umpteen to the district executive committee.

They will essentially be staff associations, based in the individual workplace. They will be unideological except in understanding that their members' prosperity is linked to that of their employers. They will uphold individual contracts and workers' legal rights. Some unions have shown that they can create a fruitful atmosphere of collective consultation, as in the deals that have revolutionised old-fashioned industries such as motor manufacture. Such plant-based collectives have been flexible and pragmatic in negotiation, notably in representing individuals in grievance procedures. Worker organisations have a role in updating management, just as vice versa. In this, they have much in common with the specific skill "societies" of the 19th century, before they degenerated into freemasonry of re-

striction.

Labour organisation in the competitive 1990s is unquestionably in decline. The age of the sub-contractor, the freelancer, the "lump" and the individual contract will see ever less scope for the great combinations of labour. Mergers mania will solve nothing. The fate of the unions, as national institutions, will be one every Marxist is familiar with. They will simply wither away.

## FLAT BATTERY LANES

The electric bicycle to be wheeled out today by the Heath Robinson of our time, Sir Clive Sinclair, sounds like a paradox: one of those inventions, such as brushless shaving soap, that spoil the things they are meant to improve. The self-propelling golf cart takes the purpose out of what was meant to be a healthy walk with ritual humiliations. The portable telephone has chained man to the slavery of his moving chirrup. The exercise bike gets you nowhere fast.

Nevertheless Sir Clive believes the world is ready for its first electric bike. Unfazed by the failure of his C5 electric car, which was too small, too slow, too silly and continually ran out of electricity, Sir Clive says that his electric bike has major innovations in materials, battery and motor. Today will reveal whether it is a poor man's motor bike or a Frenchman's motor-assisted bicyclette.

The social history of the bike has been bumpy. Utopian notions of vehicles with two or more wheels propelled by the muscular effort of the rider or riders are as old as the bas-reliefs of Babylon. Leonardo drew but never built one. Frenchmen made the first velocipedes in 1799. It consisted of a wooden bar rigidly connecting two wheels placed one in front of the other, and was propelled by the rider seated astride the bar, pushing against the ground with his feet. Enterprising doctors at once recorded new diseases of the legs and other fundamental parts.

In Britain the first bicycle was known as the Hobby Horse. Ladies' and gentlemen's

versions differentiated between the sex that was allowed to show a leg, and the other one. From the beginning of the century it was a vehicle of liberation for the middle-classes and flappers. Later the bicycle became the cheapest and most autonomous transport for the working man.

Recently the machine has become expensively fashionable again: the collapsible with tiny wheels for carrying in the Tube, or the mountain bike for city-dwellers to pretend that Highgate Hill is the Pyrenees. There is an unwholesome self-righteousness about many cyclists, with their crash-helmets and gasmasks against exhaust fumes, their games of chicken with buses and taxis, their silent menacing of peaceful pedestrians on footpaths. Bicycling has become an ideology.

Until now the bicycle has been mechanical but unmotorised, propelled by muscles. To give it an electric motor is an outrage. It threatens to take away one of the first triumphs of childhood. It puts the British still more at the mercy of electricity, with which they are already uneasy. It would not have been the same for Norman Tebbit's father, when he lost his job, to have got on his bike, and purred off without the puff of masochistic self-improvement. Bicycling is the nearest that a human can come to flying like a bird. Cycling is the most efficient use of energy for generating movement in the solar system. If bikes were meant to be electrified, man would have been born with sparking plugs for feet.

## LETTERS TO THE EDITOR

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### Twyford Down: minister's case for rejecting a tunnel

From the Minister for Roads and Traffic

Sir, Professor Martin Biddle and his co-signatories in their letter (February 29), protesting against the M3 motorway link, assert that the Department of Transport is about to "start the destruction of the River Itchen watermeadows SSSI". The motorway link will affect about 3.5 per cent of the total area of the Itchen SSSI which is almost an identical amount as would be affected by the tunnel alternative. Sadly it is impossible to complete the M3 on any route without some effect upon environmentally sensitive areas.

The independent landscape advisory committee, in its evidence to the public enquiry, recommended the Twyford Down route as the best solution to a difficult problem. The route through Twyford Down enables the existing road to be removed and re-landscaped for the benefit of the public. There are significant other benefits from early completion of the scheme. Lives and serious injuries will be saved and pollution and delay will be reduced.

Wessex Archaeology in its report last month on "Archaeology and the M3" stated that as a result of its work it was clear that overall the preferred route for the M3 was likely to be one of the least damaging to surviving remains in an archaeologically rich landscape.

The European Commission accepts that it is not for them to assess the relative merits of alternative schemes. They allege that a non-technical summary of the environmental assessment was not published.

The Twyford Down Association conceded to a High Court judge in October 1990 that even if there had been such a technical breach (which the government denies) no prejudice had been caused.

Friends of the Earth have publicly argued that there is no need to upgrade the A33 at all. Others, including you, Sir, are arguing that it is reasonable to spend a further £55 million (in fact it would be £100 million) of taxpayers' money on a tunnel. I disagree.

A tunnel would itself be environmentally intrusive, with the need for portals of a greater diameter than for the Channel tunnel and with permanent lighting. Thousands of tons of hard rock would also have to be quarried to make the linings.

### Arm's-length in the arts

From the Chairman of the Arts Council

Sir, The principle of direct government funding of the arts (letters, February 21, 26, March 4) was debated today at council. All our members were united on the fundamental importance of arm's-length funding.

In many areas of national life, and perhaps especially in the arts, institutions which are independent of government have an essential role to play in the public interest. They are a countervailing force to the centralisation of decision-making by the state.

An authoritarian Arts Council, with a clearly-defined remit and autonomous spending powers, has proved its efficacy over many years and there is no evidence of which we are aware to show public benefit flowing from direct funding of arts organisations by government.

Yours faithfully,  
PALUMBO,  
Chairman,  
Arts Council,  
14 Great Peter Street, SW1.  
March 4.

### Rose Theatre law costs

From Dame Judi Dench and others

Sir, Last Friday's announcement by the minister for heritage, Baroness Blatch, that the Elizabethan Rose Theatre has been scheduled has come after three years of dedicated campaigning by the Rose Theatre Trust.

In 1989, the trust questioned the decision of the government not to schedule the remains of the Rose. Following a court hearing, which upheld the government's view, the trust became liable for legal costs of around £55,000. Meeting these costs involved diverting publicly-collected money toward Treasury coffers and away from the research needed to establish how the remains can best be preserved.

We welcome the government's change of heart in scheduling the Rose. We are, therefore, now writing to the prime minister to ask the government to return the monies spent on legal action which should never have happened.

This could pay for the rest of the technical work necessary to allow the final decision to be reached on the best method of displaying the Rose. This wonderful discovery must, as soon as possible, be restored to the public domain.

Yours faithfully,  
JUDI DENCH,  
JAMES FOX,  
SIMON HUGHES,  
HARVEY SHELDON,  
STANLEY WELLS (Trustees),  
The Rose Theatre Trust,  
PO Box 1587,  
London SE15 4PW.  
March 3.

Letters to the editor should carry a daytime telephone number. They may be sent to a fax number — (071) 782 5046.

### LETTERS TO THE EDITOR

1 Pennington Street, London E1 9XN Telephone 071-782 5000

### Pirie: forgotten man of athletics

From Mrs Jennifer Gilbody

Sir, Under the heading "Athletics honours Pirie" (February 26) you report the tributes paid to the late Gordon Pirie at the memorial service in St Bride's Church, Fleet Street. As well as his contemporaries, the athletics establishment, both past and present, and the press were well represented.

The enormous expense involved, especially for tunnels under London, was the main reason why the Euro-rail scheme proved impossible to finance. Yet the Ove Arup route, chosen by the government last October, also has excessive lengths in tunnel — and is thus even more expensive.

One could reverse your argument and say: "If there is to be no tunnel under Twyford Down, in the context of a public-sector project, why should there be enormous lengths of tunnel on a rail route that is to be financed (if at all) by the private sector?"

Yours faithfully,

NIGEL SEYMER

(Transport planning consultant),

63 Esmond Road, W4.

March 2.

### From Mr Ted Fredricks

Sir, I am horrified by the misleading picture of Earth First painted in your report of February 28, "Militant activists join in M3 lobby."

I belong to that organisation and would only be involved in an environmental movement if it was explicitly non-violent. Though Earth First! believes in direct action, this in no way implies confrontation. It is different from its counterpart in the United States, and is born of different concerns and attitudes. In this country, there is no real concept of wilderness, nor do we support the dangerous neo-Malthusian or "warrior class" outpourings of Dave Foreman, the co-founder of the US organisation. British Earth Firsters are simply concerned individuals, seeking to involve, not alienate.

Earth First, in this country, does not intimidate individuals: we are working with the local community of Twyford Down, and have not acted against their wishes, or behind their backs, and neither would we do so.

Yours sincerely,

T. FREDRICKS,

South Downs Earth First!

c/o Prior House,

Tisbury Place,

Brighton, East Sussex.

March 1.

### London hospital care

From Dr Roger Williams

Sir, The report by the King's Fund of their investigation of London health care and hospitals (letters, February 21, 26, March 4) was debated today at council. All our members were united on the fundamental importance of arm's-length funding.

The statement in the report that there is no excess of acute beds for local admissions in London, as compared with other inner-city deprived areas, will be supported by all those consultants who struggle to get seriously ill patients admitted into hospital from casualty. Better use of district beds will depend on improving primary care and community services to reduce unnecessarily long stays in hospital.

The principle is sound. But it raises the question: "How much is it right to spend on tunnels, for either road or rail, purely to protect the country?

With the new health service arrangements, the cost of consultants primarily concerned with either specialised clinical services or

research should be covered either by contractual arrangements with purchasing health authorities or by central funding, as in the case of super-regional (national) specialty work. Separation of research and clinical specialty costs from the overall funding should allow a better identification of the funds needed for the care of London's resident population.

The present annual figure of 80,000 patient refusals into London is likely to decrease, now that money from referring health authorities has to accompany such referrals; but the investment in treatment facilities and in associated research in London remains substantial and the processes of change that will be unleashed will need to have some direction by rational and strategic planning.

Yours faithfully,

ROGER WILLIAMS (Director),

Institute of Liver Studies,

King's College School of

Medicine and Dentistry,

Bessemer Road, SE5.

March 4.

### Collecting poll tax

From Mr David Woollard-Kingston

Sir, Your report "Can pay, won't pay" (February 26) disturbed me greatly. I feel that it is not unreasonable for a city council to resort to extraordinary methods to collect revenue due to them, but I am concerned by what process is decided whether or not an individual is merely avoiding payment of poll tax or is actually unable to pay.

I am a mature student with a family and a mortgage, living on a very lean existence on a local authority grant. The rules that preclude payment of social benefit to students affect my family to the extent that we are unable to claim any of the normal concessions offered to families living on similar means, but where the

head of the family is unemployed.

As a student I pay only 20 per cent of the community charge, but my wife having neither income nor social benefits in her name has to find 100 per cent of the local charge. This places near impossible strains on our finances and despite our best attempts we have fallen behind with payments on more than one occasion.

My point is that if, as in so many other cases, only the recipients of social benefits are regarded as being the "can't pay", what should be the lot



## COURT CIRCULAR

**BUCKINGHAM PALACE**  
March 4: His Excellency Mr Simon B. Arap Buller was received in audience by the Queen and presented the Letters of Recall of his predecessor and his own Letters of Commission as High Commissioner for Kenya in London.

His Excellency was accompanied by the following members of the High Commission: Mr G. H. O. Josiah (Counsellor); Colonel F. R. Mhuligai (Defence Adviser); Miss J. V. Aunor (Second Secretary); Mr D. K. A. Kikaya (Second Secretary); Mr P. S. Wamato (Second Secretary) and Mr S. K. Muna (Third Secretary).

Mrs Buller was also received by Her Majesty.

Sir David Gilliom (Permanent Under-Secretary of State for Foreign and Commonwealth Affairs) was present and the Household in Waiting were in attendance.

The Queen received the Bishop of Wakefield (the Right Reverend Nigel Simeon McCulloch), who was introduced into Her Majesty's presence by the Lord Waddington (the Lord Privy Seal) and did homage on his appointment.

The Bishop of Chelmsford (Clerk of the Closet to the Queen) and the Bishop of London in Waiting were in attendance.

The Viscount David was an audience of the Queen and delivered up his Stick of Office upon relinquishing his appointment as Captain of The Queen's Body Guard of the Yeomen of the Guard.

The Earl of Stratford and Kinghorne was received by The Queen upon his appointment as Captain of The Queen's Body Guard and received from Her Majesty his Stick of Office.

Major Sir Ralph Anstruther, Bt, was received by the Queen, when Her Majesty invested him with the insignia of a Knight Grand Cross of the Royal Victorian Order.

Rear Admiral Sir John Garnier was in attendance.

**KENSINGTON PALACE**  
March 4: The Princess of Wales today attended the 1992 Children of Europe Awards Lunch at the Savoy, London WC2.

Wing Commander David Barton, RAF, was in attendance.

**THATCHED HOUSE LODGE**  
March 4: Princess Alexandra today visited Somersett and was received by Her Majesty's Lord Lieutenant for Somersett (Colonel Luttrell).

Her Royal Highness opened the Children's Centre at Taunton and Somersett Hospital, Musgrove Park, Taunton and subsequently visited the Somersett County Regimental Museum at Taunton Castle.

Rear Admiral Sir John Garnier was in attendance.

**Rembrandt exhibition**



Timothy Mason is one of a 100 musicians taking part in Buskaid to raise money for South Africa's first black classical orchestra. With three others he entertained passengers at Euston station in London yesterday. From Friday, they will be making music at stations from London to Edinburgh

## Rembrandt exhibition

## Museum purges drawings

BY JOHN SHAW

A GROUP of 24 drawings thought to be by Rembrandt has been downgraded by the British Museum prior to a major exhibition of his work which opens there on March 26.

They account for a quarter of the entire Rembrandt collection at the museum, the biggest in the world, and they have been reassigned by Martin Royalton-Kisch, the curator who has organised the show.

Professor Love, aged 52, who is president of the Rembrandt and professional practice of law and dean of the faculty of law at Aberdeen, will take up the appointment in September. He is a former President of the Law Society of Scotland and was appointed CBE in 1983.

Professor Love, aged 52, who is president of the Rembrandt and professional practice of law and dean of the faculty of law at Aberdeen, will take up the appointment in September. He is a former President of the Law Society of Scotland and was appointed CBE in 1983.

It is exhibiting everything Benesch thought was by Rembrandt plus another 100 sheets by named or anonymous pupils. As well as weeding out the doubtful, he said the larger aim "is to give a complete picture of what the whole studio production was like."

Rembrandt (1606-1669) had numerous pupils and work by master and student

will be on view side-by-side. It is the first complete reappraisal of his drawings since the 1950s and the first time all the 7,000 museum's Rembrandts have been on show together since 1958.

Sifting through the collection has taken four years. "It is only by arguing each case, almost by putting each drawing on trial and pronouncing guilty or not guilty, that you can come to any remotely convincing conclusion," he said yesterday.

"You have to produce all the evidence you possibly can. It's a lot of work but we are trying to purge his oeuvre of all the false accretions it acquired in the eighteenth and nineteenth centuries."

The study "displays only superficial stylistic analogies with several undoubted pen and ink studies of her made circa 1635-40," he says. "In comparison, the lines in the present sheet lack fluency and appear considerably more tentative while the volumes seem flatter. Nevertheless the quality of the sketch is high and its attribution represents something of a borderline case."

**University news**

**Cambridge**  
Dame Ninette de Valois, founder of the Royal Ballet, has been nominated for an honorary degree from Cambridge University. She is one of eight distinguished people to be honoured, including Nadine Gordimer, the South African novelist, and Professor Charles Rosen, the American pianist.

Other recipients are Dr John Bradfield, senior bursar of Trinity College, Sir Geoffrey Elton, Fellow of Clare College, Sir Godfrey Hounsfield, a pioneer of medical scanning, Professor L. L. Cavalli-Sforza, the geneticist, and Dr David Phillips, senior bursar of Trinity.

**London**  
Dr David Parker, senior lecturer in chemistry, has been promoted to a professorship from October. Dr Robin Frame, reader in history, has been promoted to a professorship from October.

**Edinburgh**  
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## Today's royal engagements

The Queen will hold an investiture at Buckingham Palace at 11.00; and will attend a reception at St James' Palace given by the Royal National Institute for the Blind at 6.30.

Queen Elizabeth The Queen Mother will have luncheon with the First Sea Lord and the Navy Board at Admiralty House at 12.45.

The Princess of Wales will open the expanded London City Airport at the Royal Docks, Silvertown, at 10.50; will open Mary Stevens Hospice, Stourbridge, West Midlands, at 12.45; as President of Barnardos will visit the Dudley Family Centre at Greystones Passage, Dudley, at 2.00; and, as Patron of Relate will visit the Birmingham Relate Centre at 5-10 Bishopsgate Street, Birmingham, at 3.10.

The Princess Royal, as President of Patrons for Crime Concern, will attend the launch of TSB Foundation Splash '92 Initiative at Stationers' Hall at 11.00; as Patron of the Association of Combined Youth Clubs will visit Dulmowr Youth Group, Egham Hall, Bassano Street, SE22, at 6.45; Elm Youth Club, Elm Lane, SE6, at 7.30; and Grove Park Youth Club, Grove Park, SE12, at 8.20.

The Duchess of Gloucester will attend a luncheon and fashion show in aid of the Breast Care and Mammology Association of Great Britain at Grosvenor House at 12.15.

The Duke of Kent, as Patron of the Tree Council, will attend a prawning ceremony for the Royal University 'Trees' Schools competition at Belgrave Square at 12.15.

**Rembrandt exhibition**

**Woolwich Company**

The Princess Royal, an assistant to the Court of the Woolwich Company, attended the Master's luncheon for the Industry of Wool held yesterday at Barber-Surgeons' Hall. Mr Richard V. Proctor, Master, presided and Mr W. Brian Dunn and Mr Christopher Davis also spoke. Among others present were

The Chairman of British Woolmark, Mr Alan R. C. Cawthron, Deputy Director of Charities, Mr and Mrs D. S. Hollings, of Charlbury, Oxfordshire, have pleasure in announcing the forthcoming marriage of Fiona, daughter of the late Mr F. P. Harding and Mrs Hollings, to William, youngest son of Dr and Mrs D. Hollings, of Charlbury, Oxfordshire.

**Captain I.N.J. Gray**

The engagement is announced between Captain James Gray, 1st The Queen's Dragoon Guards, son of Colonel and Mrs Nicholas Gray, of Yalding, Kent, and Alexandra, elder daughter of Mr and Mrs Michael Mandie, of Echthampstead, Devizes, Wiltshire.

**Mr A.E.W. Hardfield**

and Miss S.J. Lomas

The engagement is announced between Andrew, son of Colonel and Mrs A. Hardfield, of Barbican, London, and Sarah, daughter of Mr J. Lemon, of Birmingham, and Mrs A. Lemon, of Hereford.

**Mr A.J. Shaw**

and Miss J. Wilson

The engagement is announced between Adrian Jeremy, only son of Mr and Mrs M. S. Shaw, of Marthill, Doncaster, and Joanne Louise, eldest daughter of Mr and Mrs M. J. Wilson, of Pennington, Kent.

**Mr C. Thornhill**

and Miss J. Nash

The engagement is announced between Christopher, elder son of Mr and Mrs Martin Thornhill, of Rowington, Warwickshire, and Joanna, youngest daughter of Mr and Mrs Peter Nash, of Cheadle, Cheshire.

## Forthcoming marriages

Mr K.L. Begg

and Miss M.C. Stark

The engagement is announced between Kevin, son of Mr and Mrs R.M. Begg, of Buenos Aires, Argentina, and Marina, daughter of Mr and Mrs A.W. Stark, of Lisbon, Portugal.

Mr R.R.C. Crozier

and Miss S.J. Lyons-Smith

The engagement is announced between Neil Peter, younger son of Mr and Mrs R. Crozier, of Bishop's Stortford, Hertfordshire, and Katherine (Kaz) daughter of Mr and Mrs David Lyons-Smith, and the late Mr M.L. Calvert, of Old Hardow, Devon.

Mr N.P. Hodges

and Miss S.J. Calvert

The engagement is announced between Neil Peter, younger son of Mr and Mrs R. Hodges, of Bishop's Stortford, Hertfordshire, and Lucy, elder daughter of Mr and Mrs M.L. Calvert, of Old Hardow, Devon.

Mr N.P. MacLellan

and Miss L.E. Sanderson

The engagement is announced between Neil Peter, younger son of Mr and Mrs N. MacLellan, of Bishop's Stortford, Hertfordshire, and Lucy, elder daughter of Mr and Mrs M.L. Sanderson, of Ambergate, Gloucestershire.

Mr A.J. Mason

and Miss P.O.L. Jones

The engagement is announced between Anthony, only son of Mr and Mrs M. G. Mason, of Brecon, Powys, and Caroline, daughter of Mr and Mrs D.L. Jones, of Pylefield, Essex.

Mr A.H.W.V. Murray

and Miss A. Pring

The engagement is announced between Andrew, son of the late Mr John Murray, and of Mrs John Young, of Kensington, London, and Annabel, daughter of the late Mr David Pring, of Stamford Dingley, Berkshire.

Mr A.J.L. Peake

and Lady Tanya Cochrane

The engagement is announced between Anthony, younger son of Mr and Mrs P.L. Peake, of Chantey Dene, Surrey, and Tanya, only daughter of the late Earl and Countess of Dumfriesshire, of Lochmell Castle, Argyll, Scotland.

Mr J.F. Haywood

and Miss V.I. Wardle

The engagement is announced between John, only son of Mr and Mrs John Franklin Haywood, of Bransholme, Cheshire, and Victoria, daughter of Mr and Mrs John Simpson, who was the guest of honour and speaker. Mrs Betty Hollis also spoke.

Commonwealth Parliamentary Association

Mr Colin Shepherd, MP, Chairman of the Executive Committee of the UK branch of the Commonwealth Parliamentary Association, and Mr Donald Anderson, MP, joint honorary treasurer, were hosts at a luncheon given yesterday at the House of Commons by the executive committee of the branch to welcome Commonwealth parliamentarians attending the 1992 Parliamentary Seminar at Westminster.

English-Speaking Union

Mr David Tipp, Director-General of the English-Speaking Union, and Valerie Mitchell, ESU Deputy Director-General, received the guests at a literary luncheon held yesterday at Dartmouth House. Mr John Simpson also spoke.

Commonwealth Parliamentary Association

Mr Colin Shepherd, MP, Chairman of the Executive Committee of the UK branch of the Commonwealth Parliamentary Association, and Mr Donald Anderson, MP, joint honorary treasurer, were hosts at a luncheon given yesterday at the House of Commons by the executive committee of the branch to welcome Commonwealth parliamentarians attending the 1992 Parliamentary Seminar at Westminster.

**Dinners**

**Timber Trade Federation**

Mr John Gummer, Minister of Agriculture, Fisheries and Food, was the guest speaker at the centenary dinner of the Timber Trade Federation held last night at Grosvenor House. Mr Leo Groth presided. Among those present were

The Ambassadors of Finland, Sweden, Norway, the Netherlands and Sweden and Counsellors from the Brazilian, Czechoslovakian and Soviet Russian embassies.

**Society of Chemical Industry**

Sir Graham Hills, President of the Society of Chemical Industry, presented the centenary medal to Sir Paul Glaxman and the president's medal to Miss Helen Swindon. The dinner was held last night at the Hotel Inter-Continental, London.

**Bankers' Taxation Circle**

Sir Jeremy Morse was the guest speaker at a dinner of the Bankers' Taxation Circle held last night at 440 The Strand. Mr P. Randall presided.

**Keith Douglas-Mann**

A service of thanksgiving for Keith John Shulman Douglas-Mann will be held on Tuesday, April 7, 1992, at noon in the Guards Chapel, Wellington Barracks, Birdcage Walk, London, SW1.

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## OBITUARIES

## MIROSLAW VITALI

Miroslaw Vitali, OBE, orthopaedic surgeon, died on February 19 aged 77. He was born in the Ukraine on October 5, 1914.

MIROSLAW (Mirek) Vitali was an orthopaedic surgeon with a long and distinguished career in the treatment and rehabilitation of amputees. In a life devoted to the welfare of the disabled, he also greatly contributed to the work of social organisations in this field. He was principal medical officer in charge of the limb fitting centre at Roehampton from 1967 to 1979 and was president of the National Association of Limbless Disabled as well as being honorary medical adviser and trustee to the Douglas Bader Foundation. These achievements came in the second half of a varied and dramatic life, during which he had tended the wounded during the German invasion of Poland in 1939, fought during the Warsaw uprising of 1944 and served with the British Eighth Army in Italy.

He was born of a Polish family in the town of Human ("proper birthplace for a doctor", he was wont to say) in the Ukraine. As a child he was taken to Moscow where his father, a bank manager, was imprisoned for a time by the Bolsheviks during the Russian Revolution. In 1924 the family was able to go to Poland, where his mother continued her career as a professional violinist. Vitali finished his secondary education at the Mikolaj Rej High School in Warsaw and joined the Military Medical Academy in 1932, pursuing his studies at the Warsaw University School of Medicine.

He obtained his medical diploma in 1939 and just before the outbreak of the second world war was commissioned in the Polish army medical corps. He was on active service in the German-Polish campaign as a medical officer and was taken prisoner on September 17, 1939. But he soon escaped from captivity because



— as he later used to say — he "had to be in church on time": in November 1939 he married Maria Kaminska, a young dental surgeon. During the German occupation Mirek Vitali worked in the orthopaedic department of the Red Cross hospital in Warsaw and was also active, with his wife, in the resistance movement (Home Army). When the

Warsaw uprising broke out on August 1, 1944, he was appointed chief medical officer for the centre of Warsaw, but also worked as a surgeon, his wife at his side as anaesthetist, under the most appalling conditions in improvised hospitals. They were both decorated for bravery.

After the uprising was crushed

they accompanied a group of wounded to a prisoner of war camp in Germany. When liberated by the Russians they made their way to the American zone and in May 1945 joined the 2nd Polish Corps (part of the British Eighth Army) in Italy.

In September 1946 the Vitalis came to Britain. He was first in charge of the police convalescent depot near Newbury, Berks, working mainly with amputees. After demobilisation in 1948, he took up work as house surgeon at the East Ham Memorial Hospital in London. The following year marked the beginning of his long association with Queen Mary's Hospital, Roehampton. He was appointed as orthopaedic registrar under Leon Gillis. While working at Roehampton he developed his lifelong interest in the management of amputees and their use of artificial limbs. He transferred to the Roehampton Artificial Limb and Appliance Centre as a medical officer in the Civil Service (1955). He was appointed senior medical officer in 1963 and four years later took charge of the limb fitting centre.

In 1968 Vitali became principal medical officer responsible for prosthetic research. Earlier he had introduced the use of temporary artificial limbs (pylons), which were a major factor at that time in speeding up the rehabilitation of amputees. After his retirement from the limb fitting centre in 1979 he remained honorary consultant at Roehampton and continued holding clinical sessions there until last year. He was also honorary consultant at Westminster Hospital and honorary adviser at Royal National Orthopaedic Hospital.

He was elected a Fellow of the Royal College of Surgeons (England) in 1963 and received his MD diploma at Poznan Medical Academy in 1973. He completed the doctorate to fulfil a war-time promise to his mentor, Professor Raszeja

who was murdered by the Nazis. Lectures and instruction courses on behalf of the DHSS and the British Council took him all over the world and enabled him help improve the standard and quality of amputations, rehabilitation and the fitting of limbs in many countries.

He was the principal co-author (with four others) of *Amputations and Prostheses* (1978), an authoritative text-book in the field which has been translated into a number of languages.

After the death, in 1982 of Sir Douglas Bader, the legless wartime fighter ace, a foundation named after him was established, aimed at building a rehabilitation centre for the disabled. Vitali was chosen as its honorary medical adviser and trustee. Bader had been his patient and close friend for many years. It was largely due to Vitali's efforts that the grounds of Queen Mary's Hospital and the limb fitting centre at Roehampton, were recently chosen as the site of the Douglas Bader Resource and Recreation Centre. The project, still to be completed, was very dear to Vitali's heart.

He was appointed OBE in 1980 and was also awarded the Polish Order of Merit and the order of Polonia Restituta for his medical and charitable work as well as the Cross of Valour for his part in the Warsaw uprising.

His patients — amputees, disabled, and rehabilitated — will remember Vitali as a man of great warmth, who treated them with a kindness and understanding that made their ordeal easier. He helped them in many practical ways with his many "inventions", which relieved their everyday problems. He also campaigned relentlessly for their rights and well-being. He was determined that those who lost limbs should be rehabilitated in such a way that they could lead lives which should be as possible.

Miroslaw Vitali is survived by his wife, Maria.

## AVOT YESHURUN



Avot Yeshurun, one of the last of the founding fathers of modern Hebrew poetry, died in Tel Aviv on February 22 aged 88. He was born in Poland in 1904.

AVOT Yeshurun was a pioneer of modern Hebrew poetry whose highly individual and unconventional style began to receive true appreciation only in the mid-1960s. Although his work was initially overshadowed by his contemporaries Natan Alterman and Avraham Shlonski, he later received national recognition and prestigious awards culminating in this year's Israel Prize.

Born Yehiel Perlmuter he emigrated to Palestine in 1925, working in construction and agriculture and seeing his first poems published in 1934. His first collection of poems, *The Wisdom of the Road*, was published under his original name in 1942

and he went on to produce several books and hundreds of individual poems for magazines and literary journals. His last volume of poetry was published just days before his death.

Yeshurun's style was highly personal, often with distortions of syntax and idiosyncrasies of rhyme and diction. He weaved Yiddish, Polish and Arabic terms into his Hebrew poetry which touched on issues of life and death, of the holocaust — in which his family died — and of Jew and Arab. He was one of the first poets in Israel to address the situation of Palestinian refugees in his work. The citation accompanying the award of the Brenner Prize to him in 1968 marked Yeshurun as "an outstanding poet who always surprises, both in content and in style".

Avot Yeshurun, who died just a few weeks after his wife, Pessia, is survived by his daughter, Helt, also a poet.

## DAVY JONES

Davy Jones, rider of the 1945 Cheltenham Gold Cup winner Red Rower, and a successful jockey also on the Flat in this country and abroad, died on March 1 aged 84. He was born on April 17, 1907.

IN NATIONAL Hunt history only eight jockeys have ridden the winners of both the Champion Hurdle and the Cheltenham Gold Cup in the same season. Davy Jones was unlucky not to have made that a total of nine, and a mere one and a half lengths separated him from this rare and illustrious double.

The year was 1945. Steeplechasing and hurdling had resumed in January after a long wartime break and, despite the problems caused by petrol rationing, an enormous crowd turned up at Cheltenham on a Saturday in March to see the first Gold Cup since 1942.

Runner-up on that occasion had been Red Rower, bred, owned, and trained by that great supporter of National Hunt racing, Lord Stalbridge. As a result, Red Rower was made favourite to carry the of the 1945 event. Davy Jones, who was a light-weight jockey, carried several stones of lead in his saddle-cloth in order to weigh out correctly, but despite the problem of so much dead-weight, kept well in touch during a prolonged struggle and at the final fence drove Red Rower past Schubert and Palmsin for a three-length victory.

In the Champion Hurdle, Jones once again turned out for Lord Stalbridge, this time on Red April. But, so close to

## MARGUERITE BARNETT



where she was chancellor from 1986 to 1990, and duplicated the scheme at Houston.

In 1989 Barnett was considered a leading contender to replace the deceased Richard Green as chancellor of New York City schools. When she failed to get the job, she moved instead to the University of Houston, a public university with 33,000 students, which is noted for its work on superconductivity.

No woman before her, and certainly no black, had ever served as Houston's

president. Female college presidents are a rarity in America, except in historically black or all-women institutions, and the only woman of any race to head a university of comparable size is Donna Shalala, chancellor of the University of Wisconsin at Madison.

The racial distinction of her position, especially in the South, was something she tried to play down. When asked how it felt, she was known to turn to her assistant, Wendy Adair, and ask: "Well, how does it feel to be the first red-headed associate vice president of the university?"

Barnett graduated from Antioch College in 1964 and received her master of science and doctoral degrees in political science from the University of Chicago. She taught there, and at Princeton, Howard, and Columbia Universities, before turning to college administration.

Though her tenure at Houston was brief before the onset of her fatal illness, she succeeded in raising more than \$150 million for the institution, including a single donation of \$50 million — one of the largest gifts ever made to a public university. She was on sick leave at the time of her death, making a trip with her husband to Hawaii, which was where they had spent their honeymoon.

Marguerite Barnett is survived by her husband, Walter E. King, and by one daughter from a previous marriage.

## Rhona Moresby-White

RHONA Moresby-White, who has died at Rottingdean aged 94, was a highly accomplished sportswoman and captain of the All England Ladies Lacrosse team for four years in the mid-1920s.

She subsequently served as

president of the All England

Ladies Lacrosse Association,

for many years. She devoted

her life to teaching physical education at a number of schools, notably Roedean (1924-26 and 1931-38), Godolphin (1938-41) and Credition High School for Girls (1943-58).

She maintained a very wide circle of friends by whom she will be greatly missed. She kept up to date and remained alert, interested and amused until the very last day of her life.

She never married.

## A. J. Casson

A. J. CASSON, Canadian landscape painter who depicted small Ontario towns in watercolours, has died aged 93.

He was the last surviving member of the Group of Seven, artists who formed in 1920 with the idea of painting their country through Canadian eyes rather than in imitation European style. The group disbanded in

1932. A grocer's son, Casson was apprenticed at 14 to a seed catalogue firm. He began his career retouching winterized leaves in photos for catalogues. But he lived to sell his paintings for hundreds of thousands of dollars.

He designed everything from soup can labels to posters during a 32-year career in commercial art. His break came in 1943 when he won a prize for designing a second world war bond poster.

## Anniversaries

BIRTHS: King Henry II, reigned 1154-89, Le Mans, 1133.

Gerhardus Mercator, cartographer, Rupelmonde, Belgium, 1512; Antoine de la Mothe Cadillac, explorer and founder of the city of Detroit, Les Laumes, France, 1696; Sir Austen

Leigh, archaeologist and

explorer of Nineveh, Paris, 1817;

Sir Charles Thomson, naturalist,

Bonsyde, Lothian, 1830; Frank

Morris, novelist, Chicago, 1870;

William Henry Beveridge, 1913

Baron Beveridge, economist,

Rangoon, India, 1879.

DEATHS: Antonio Correggio,

painter, Correggio, Italy, 1534;

Thomas Arne, composer,

London, 1776; Flora Macdonald,

Jacqueline, Skye, 1790; Franz

Mesmer, physician and pioneer of

hypnotism, Miersburg, Austria,

1815; Alessandro Volta, physicist,

Como, 1827; Sir Henry Rawlinson,

orientalist, London, 1895;

Edgar Lee Masters, poet and

novelist, Philadelphia, 1950;

Sergei Prokofiev, composer,

Moscow, 1953; Joseph Stalin,

Moscow, 1953.

third string quartet (in F) had

fallen dead at the previous concert.

To all who looked for fresh thought and genuine melody, without alluding to other debatable things, the *Otter* of Schubert might well have been, after them, a godsend.

Everything that Schumann wanted, except complete mastery, Schubert possessed; and with far greater show of justice might Schubert have been styled "the wife of Beethoven" than Boccherini (as he was styled) "the wife of Haydn".

That Schubert was one of the

most wonderfully gifted of mu-

sicians is beyond dispute. His 600 songs alone would have

proclaimed that but now one

great instrumental com-

position, after another, in the

style of symphony, quartet,

quintet, sonata, etc, could

claim to proclaim it with tenfold

emphasis. Not the least

convincing among them is the

*Otter* introduced for the first

time on the occasion of

February, 1859.

It should not be forgotten

that even Mozart and Beetho-

ven have left many splendid

pieces that still await a hearing;

that Haydn has, at least, 50

quartets wholly unknown to the

large majority of Mr. Chap-

pell's supporters. The move-

ment on behalf of Schumann

has of late years introduced a

new element, and while the

degree of his absolute merit is

and is likely to remain a vexed

question, his works are now

frequently allowed to take

precedence of others about

which there could possibly be

no question at all.

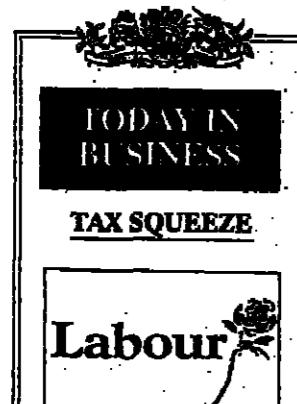
Not only Schumann, but

Schumann's protégés and imi-

tators have been admitted; and

only





Labour, under pressure in the pre-election debate over tax, will spell out its plans on March 17. Despite firm convictions, compromise is in the air

Page 23

DEEP WATERS

The three-nation war over Perrier, the mineral water brand, is reaching new heights of complexity, even for a continental bid

Page 24

GKN GLOOM

Further gloom on the state of the British economy has come from GKN, the engineer headed by Sir David Lees

Page 21

EURO CALL

Further expansion of its European businesses has prompted a 1-for-5 £7.4 million cash call from British Vita

Page 21

HOME AND DRY

Privatisation of Medway Port Authority is set to see a sale to managers and staff, the only bidders left

Page 24

THE POUND

US dollar 1.7263 (-0.0134)  
German mark 2.8803 (-0.0010)  
Exchange index 90.4 (-0.1)  
Bank of England official close (4pm)

STOCK MARKET

FT 30 share 1988.5 (+1.5)  
FT-SE 100 2558.4 (-7.0)  
New York Dow Jones 3288.91 (-1.34)  
Tokyo Nikkei Avge 21105.42 (+53.71)

INTEREST RATES

London: Bank Base 10.75%  
3-month Interbank 10.75%  
3-month eligible bills 9.75%  
US: Prime Rate 6.12%  
Federal Funds 4.5%  
3-month Treasury Bills 4.08-4.04%  
30-year bonds 100.11-100.12\*

CURRENCIES

London: New York  
£ 1.7209 \$ 1.7235  
£ DM2.8782 \$ DM1.8713  
£ SwF2.8228 \$ SwF1.5225  
£ FF9.7787 \$ FF5.6800  
£ Yen227.33 \$ Yen132.08  
£ Index30.4 \$ Index35.1  
ECU £0.710650 \$0.7106567  
£ ECU1.407162 \$0.7106567

London forex market close

COMMODITIES

London: AM 5.40 pm 5.50 (203.10-203.60)  
New York: Comex \$360.55-351.05

NOTIN SEASIDE

Brent (Mar) \$17.35 bbl (\$17.35)

RETAIL PRICES

RPI: 135.6 January (1987-100)

\* Denotes midday trading price

Employers put jobs toll at 150,000

# Minimum wage will cost £2.5bn a year says CBI

BY ROSS TIEMAN, INDUSTRIAL CORRESPONDENT

THE introduction of a statutory minimum wage would add £2.5 billion a year to employment costs in the United Kingdom and lead to 150,000 job losses, the Confederation of British Industry said yesterday.

If higher paid workers attempted to maintain pay differentials, the total cost could reach £5 billion, a sum equal to two years' corporate profits or the annual running costs of the National Health Service, the CBI said.

Estimates of the impact of a minimum wage set at 50 per cent of male average earnings were drawn up for a discussion paper at the CBI's monthly council meeting.

The CBI is concerned by Labour's commitment to introduce a minimum wage if it wins the election, in line with proposals from Britain's European partners rejected by John Major at the Maastricht summit last autumn.

The CBI paper suggested

the rate of job losses would be twice as high in the North Midlands, Wales and South West as in the South-East.

That is because the impact of a minimum wage would be concentrated in labour-intensive industries already vulnerable to international competition, such as textiles, footwear, clothing, agriculture and tourism.

Sir Brian Corby, the CBI's president, said Britain had undergone a revolution in which pay was increasingly linked to performance. Government intervention could put at risk "inflationary pressures induced by government policies could resurrect the RPI-plus mentality, and that is why a statutory minimum wage poses such a threat," he said.

The CBI paper said: "Just as the dismantling of legislative intervention in pay created jobs during the 1980s, so a statutory minimum wage would not stop many job opportunities arising in the future."

Sir Brian said the cost of the European social programme threatened the ability of EC economies to compete internationally. Europe's share of world trade was already declining, he said.

The CBI said it was particularly concerned because Britain's productivity has begun to improve again, after declining in the early stages of the recession. That has been aided by a sharp fall in pay settlements. Not only has the average pay settlement fallen by little more than the rate of inflation, calculated at 4.1 per cent in January, but the concept of the "going rate" appears to have largely evaporated. According to the CBI's pay databank, the spread of settlements is at its widest for nine years.

The commerce department figures followed encouraging data on Tuesday: a sharp rise in the index of leading indicators and higher house sales. Sustained growth in factory orders could translate into more activity in the industrial sector, which accounts for a fifth of American output. Alan Greenspan, the Federal Reserve chairman, and a survey of purchasing managers have said new orders continued to expand last month.

## US factory orders raise upturn hopes

BY COLIN NARBROUGH, ECONOMICS CORRESPONDENT

AMERICAN factory orders rose 0.4 per cent in January, after a revised fall of 3.7 per cent in December, according to government figures that are likely to boost hopes of an early recovery.

The increase was marked by a big jump in orders for high-cost, long-lasting durable goods. Industrial machinery and equipment orders were up 6.9 per cent.

The dollar shrank off Bank of Japan sales of the currency overnight and sporadic profit-taking to climb 1.40 pence to DM1.6720 by the European close. The American data appeared to bolster favourable sentiment for the dollar.

The overall January in-

crease in factory orders, while half what Wall Street had expected, was the third monthly gain in the past four months. The December fall was also reduced slightly from the 3.8 per cent originally reported.

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## EC cracks down on tractor firms

FROM TOM WALKER IN BRUSSELS

The EC Commission has ordered Britain's main tractor suppliers to stop weighing the tractor market through an exclusive sales and market-share information system.

The commission said yesterday that Ford, John Deere, Massey Ferguson and Case International have managed to corner 70 per cent of the market over the last two decades, in part because they have swapped vital business information with one another to the exclusion of smaller manufacturers.

Tractor industry experts were surprised by the commission's move, and guessed that it could presage a move into the larger car market,

where manufacturers also swap such information.

Sales statistics have traditionally been gathered by the Agricultural Engineering Association, but since the commission began its investigation two years ago the statistics have dried up.

A commission source said: "It's a quasi-cartel. If you swap business, profit and sales figures you give one another unfair advantages." The commission's verdict means that companies, which have been swapping information via a computer link since 1975, have to abandon their arrangement or tone it down radically so that it does not impede free competition.

Trading profits fell 1.2 per cent to £42.8 million in Amer-

ica but rose in all other parts of the world where Cadbury trades.

In France, Chocolat Poulain recovered from the difficulties of 1990, with trading profits up 41 per cent and sales volume 9 per cent ahead.

The Oasis and Schweppes businesses have been integrated in France and profits rose 70 per cent in a year, helping lift pre-tax profits 13.2 per cent.

Directors are even more gloomy about prospects for their own companies. The number whose optimism has declined went from 12 per cent to 24 per cent.

Comments, page 23

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Comments, page 23



Chairman sees no sign of better economic outlook

## GKN holds payout despite profits fall

By JONATHAN PRYNN

SIR David Lees, the chairman of GKN, one of Britain's biggest engineering groups, says it is too soon to be optimistic about the economic outlook.

Sir David's remarks came with news that pre-tax profits had fallen from £172 million to £95 million in the year to end-December. The final dividend was held at 12.5p, making an unchanged 20.5p payout for the year, a level only 0.7 times covered by earnings.

Sir David said: "I had hoped to be able to say something rather more optimistic about the economic outlook than has been possible in recent communications with shareholders. Regrettably, I cannot."

He added that cost reduction and cash generation had been top priorities last year, leading to 2,800 redundancies at a cost of £16 million. Not all the benefits of cost cutting had been felt last year,

he said, but they would flow through during what is expected to be another tough year for the company.

The trading surplus on the core automotive and engineering products operations fell from £90 million to £50 million, largely as a result of the continuing weakness in demand for passenger cars and commercial vehicles in the UK and continental Europe. A manufacturing plant for constant velocity drive shafts in eastern Germany made a small profit on sales of £50 million.

Sales of GKN's "drive-line" products were generally buoyant in continental Europe, although cost pressures affected margins, particularly in Germany. In the UK, sales were lower but profitability increased as a result of restructuring and cost reductions in 1990 and last year.

Sir David said: "Prospects for 1992 and the medium term are promising in part

due to the significant business links GKN has developed with all three of the Japanese vehicle manufacturers now established in the UK."

The trading surplus from the industrial services and distribution operations fell from £59 million to £35 million on further deterioration in the American, Australian and British construction-related markets.

GKN's share of associated company profits fell from £57.9 million to £28.5 million, largely as a result of a collapse in the profit contribution from UES Holdings, a specialist steel maker in which GKN has a 40 per cent stake, from £21 million to £1 million. Sir David said UES, confined to operate at a break-even level and the stake was earmarked for sale over a two to three-year period. The shares rose 20p to 352p.

Tempus, page 22



Warrior tamed: Sir David Lees with GKN's infantry combat vehicle

## Vita raises cash to fund further European growth

By MARTIN BARROW

BRITISH Vita, the polymer fibre and foam group, is raising £73.4 million through a rights issue to fund further development of its European businesses, which already contribute 60 per cent of annual turnover.

Shareholders are being offered one new share for every five held at 212p each. Existing shares slipped from 263p to 258p. The rights issue, the company's first since 1987, is underwritten by Kleinwort Benson.

British Vita announced pre-tax profits down from £54.23 million to £50.36 million in 1991, reflecting exposure to the depressed automotive and furniture markets.

Despite a decline in earnings from 18.8p a share to 16.9p, the company is increasing its total dividend from 6.7p a share to 7.05p with a final payment of 3.6p (3.4p).

Rod Sellars, chief executive, said expansion of the company's chain of polymer process-

ing operations across Europe was under consideration. The company is already active in Germany, France, The Netherlands, Belgium, Denmark, Sweden, Italy and Spain. He said the rights issue would provide the flexibility needed to take advantage of acquisition opportunities which may amount to "a substantial commitment".

Meanwhile the funds will be placed on deposit or used to repay borrowings. Year-end borrowings were £34 million and gearing was 20 per cent after expenditure of £43 million on capital investment, financing and acquisitions.

Group turnover rose from £635.95 million to £694.28 million and operating profits from £51.54 million to £53.34 million. However, pre-tax profits slipped 7 per cent because of higher interest charges up from £3.19 million to £4.61 million, and a depressed contribution from associates, down from £5.87 million to £1.62 million.

## Hanson's US arm reshuffles

DAVID Clarke has been made deputy chairman and chief executive officer of Hanson Industries' American arm. Mr Clarke was named last month as the successor to Lord White as chairman of Hanson Industries.

John Raos steps in as president and chief operating officer, the post that Mr Clarke, a director of Hanson since 1989, has filled at Hanson Industries since 1978. Mr Raos has been a director at Hanson Industries since 1989, after joining the firm from Price Waterhouse, the accountant.

### Trust rises

Net asset value at Pacific Assets Trust, a specialist trust with investments in the Asian Pacific region, increased by 35 per cent in the year to the end of January. Pre-tax profits fell from £39.000 to £653.000 on investment income of £1.82 million, down from £1.96 million. Earnings were 1.7p a share, compared with 2.55p, but the dividend is increased from 0.875p a share to 1p.

### TTG improves

Transfer Technology Group, the engineering group formerly called Central & Sherwood and chaired by Robert Maxwell until last May, increased pre-tax profits from £2.94 million to £5.51 million in 1991. A final dividend of 6.75p a share increases the total payment from 10p to 13p. Earnings advanced from 31p a share to 40p.

### Sinclair dips

William Sinclair Holdings, supplier of garden and pet products, said pre-tax profits fell from £1.77 million to £1.68 million in the six months to end-December, reducing earnings from 6.8p a share to 5.8p. The interim dividend is lifted from 1.6p a share to 1.7p.

### Welpac buys

Welpac is raising £4.7 million through a share placing and open offer to help finance a series of acquisitions and a joint venture with Brauckmann & Probsting, a leading hardware supplier in Germany.

## Victaulic hits high as profits leap 25%

By OUR CITY STAFF

SHARES in Victaulic raced ahead from 745p to a high of 780p after the plastic pipes and fittings company announced a 25 per cent leap in annual profits and a one-for-one scrip issue.

Pre-tax profits rose from £11.5 million to £14.3 million in 1991, helped by increased capital expenditure in the privatised water industry and strong demand from the gas sector.

Turnover increased from £99.6 million to £114.8 million and trading profits were up from £11.8 million to £14 million. Trading margins were strong in the second half, resulting in an increase from 11.8 per cent to 12.2 per cent for the year.

Earnings advanced from 34.9p a share to 42.5p. There is a final dividend of 10p a share, making 14.7p for the year, compared with 12p in the previous 12 months.

David Stewart, managing director, said that favourable trading conditions continued in the water and gas industries, which accounted for 78 per cent of group turnover.

Although the rate of the increase in investment by the water industry was likely to slow down, Victaulic was likely to benefit from increased usage of polyethylene pipe and higher sales of its high performance Excel pipe and fittings.

Strong cash flow left the company with net balances of £9.7 million, compared with £9.0 million at the end of 1990. The company said it was looking for investment opportunities in continental Europe, where subsidiaries in The Netherlands and Germany returned sales of £11 million last year.

Victaulic was bought out from British Steel by its employees in 1983 and came to the stock market in 1988 through a placing of shares at 235p a share, valued at £46.4 million. British Steel placed its remaining 20 per cent stake with institutional investors last April. The company is worth £171.6 million.

## Ofwat wants users to dictate spending

By GRAHAM SEARJEANT, FINANCIAL EDITOR

IAN Bryant, the director general of water services, is asking the water and sewerage companies to base their next round of spending plans on a survey of customers' preferences carried out by Ofwat as well as talks with local customer service committees. Ofwat's survey, to be published in the spring, is designed to find out customers' priorities and whether they want to pay for improvements in quality beyond works to comply with British and EC legal requirements.

The companies are asked to publish a menu of options for service and investment priorities around Easter 1993 for consultation with customers leading to detailed business plans by March 1994. Ofwat

# A CITY MADE FROM COAL AND STEEL. A PEOPLE MADE OF STRONGER STUFF.



Nobody could deny that Newcastle has a proud industrial past.

Wherever you look you can see the results of our endeavours.

Britain's greatest ships were

built in Newcastle. The first steam turbine was made in

Newcastle. The light bulb was invented in Newcastle. And a

brewer on the Tyne gave us the finest bottled beer in the world.

But the city's success story

doesn't end in the past.

New companies are suc-

cessing here today. Companies like

British Airways, Dunlop, Findus

and AA Insurance Services have

all come to Newcastle in the last few years.

And they're succeeding because they've found a work-

force of people with the kind of

qualities others don't have.

Qualities you can probably

recognise in people you can prob-

ably recognise. Like perseverance

and strength for example. The perseverance to see a job

through from start to finish. The kind that Bruce Oldfield displayed in his struggle from a Dr Barnardo's home to his own exclusive fashion house. The strength to keep going no matter how tough the going gets. The kind that enabled Steve Cram to keep on running until he was the fastest man

in the world to run the mile.

They've found people with foresight. But that's hardly surprising. We've never been backward in looking forward in Newcastle. (Remember it was here that George and Robert Stephenson developed the railways over 150 years ago.)

They've also found people with incredible versatility and creativity. The versatility to take on any job, no matter how challenging. Just as Rowan Atkinson has, throughout his career. The creativity that's personified in Sting, formerly a secondary school teacher in Newcastle.

And, above all, they've found a workforce with an unparalleled sense of humour. The legendary Geordie sense of humour that has made *Viz* Britain's best selling comic.

But new companies aren't just finding miracle workers in Newcastle. They're finding it easy to get here as well.

By road, we're on the intersection of the A1 and the A69. By rail, we're bang in the middle of the East Coast line, two hours from Edinburgh and less than three from London.

By air, we're within easy reach of every European capital from Newcastle International Airport.

While in the city itself there's the Metro, the best Rapid Transit System in Europe, linking everything together.

In addition, there is Europe's largest indoor shopping

centre, quality city centre

shopping, and some of the

best theatres and galleries

outside London. And, on top

of all that, we're surrounded by miles of beautiful countryside.

So, if you're thinking about moving your company, think about moving it to Newcastle.

You couldn't find a better place to be in business. Because you couldn't find better people to be in business with.

For more details call Phil Payne on 091 261 7392, or you

can write to him at: The Economic

Development Unit, Newcastle City

Council, The Civic Centre, Newcastle upon Tyne NE1 8QN.



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NEW ERA. NEW ATTITUDE. NEWCASTLE.

Billy the Fish by kind permission of John Brown Publishing Ltd



## Trading jobs for minimum pay

Economists have always had a tough time forecasting unemployment, but when it comes to specific issues, such as the unemployment effect of a statutory minimum wage, the difficulties and the disagreement are even more pronounced. Yesterday the CBI came out with an oddly precise estimate according to which the Labour Party's proposals of a £3.40 minimum hourly wage, representing 50 per cent of male earnings, would add £2.5 billion a year to industry costs and would lead to a 150,000 rise in unemployment. There have been other forecasts. Michael Howard, the employment secretary, estimated 2 million extra unemployed, while the National Institute for Economic and Social Research said that the toll would be as low as 35,000 over five years.

The difficulty in all these estimates lies in the underlying assumptions one makes, and here one can pick and choose from a wide range of more or less plausible possibilities. One can say with certainty only that a minimum wage would lead to a combination of higher wage costs and a direct increase in unemployment.

The final outcome depends on how employers react to a minimum wage. It might in some cases even give rise to a positive productivity effect. Higher pay might force employers to introduce better and less labour-intensive technologies. The good news is that most industries, and especially profitable industries, will not be affected anyway because they pay wages well in excess of the minimum wage threshold. Nor is it likely that the future of the British economy will depend on sectors which survive only on the back of low wages. The macro-economic damage would therefore be limited.

The bad news is that minimum wages would affect vulnerable sectors, such as textiles and catering, and in some areas a minimum wage would be downright counterproductive. But even here one is confronted with significant forecasting hazards. The textile industry is already shedding workers all over Europe. If one wanted to predict the additional unemployment caused by a minimum wage, one would also need to make a second equally hazardous forecast to establish how many of those jobs would have disappeared anyway. It would therefore be wise to treat forecasts with more than a pinch of salt.

## Rescuing Bush

A President Bush feels America's anger over his "read my lips" betrayal on tax and his half-hearted fight against recession, luck has it that early recovery could yet come to his rescue. The breakdown of yesterday's factory orders for January, which showed only a 0.4 per cent rise on the headline number, provided fresh ammunition for a growing army of analysts that believes the economy is reviving.

Publicly, Alan Greenspan has continued to mutter that he might still be forced to ease the monetary reins. But the message is that the Fed does not want to relax unnecessarily.

Mr Greenspan has already let the world know that orders to America's factories grew again in February, which would mean four months' growth out of the latest five. Importantly, the January figures showed that orders for some durables were up 2.2 per cent. It was a slump in durable goods that caused the tumble in orders in December. While the January jump in new homes sales looks like consumer confidence regained, the increase in industrial plant orders and non-defence capital goods points to recovered corporate nerve.

When John Smith delivers Labour's Budget plan, he must strip his leader's promises of threat, writes David Lipsey

Just as the Tories are looking to Norman Lamont to produce a Budget to win the election on Tuesday, Labour is looking no less anxiously to John Smith's shadow Budget a week later to avoid losing it.

Lamont took a hard pounding after January's Tory offensive on its tax plans. In the end, it gave ground. The party's main policy document, *Opportunity Britain*, said that "the right structure of tax rates and tax bands will, of course, be decided by Labour's Chancellor of the Exchequer at Budget time". The shadow Chancellor has abandoned that position. As forecast in *The Times*, he announced yesterday he would set out Labour's plans in detail on March 17.

He must answer two questions in particular: whether the party's proposals will be phased in, and at what level its proposed 50 per cent rate for higher rate income tax will start. Both he and Neil Kinnock, the Labour leader, are struggling to find an answer. If Norman Lamont can produce a budget bribe, why should not Labour simply produce a shadow Budget bribe? Why not abandon the threatened tax increases altogether? A justification for such a change is being canvassed among Labour MPs.

Labour's proposals have their origins in party analysis of what went wrong in the 1983 and 1987 elections. Labour said in both elections that it would increase state spending. It did not say how it would pay for it. The Tories branded the party as spendthrift inflationists.

The party's Treasury team decided on a different approach this time. The party would confine itself to two priorities: higher pensions and child benefit. It would declare unequivocally that these would be paid for by higher taxes on the rich. Hence the proposals, hence the initial insistence of the shadow Treasury team that the increases could not be phased in since Labour would "need the revenue now".

This was an honourable way to proceed. But politicians of Mr Smith's calibre need now have no difficulty escaping it. The government will borrow more for tax cuts. Labour could borrow more for spending. Though child benefit and pensions are hardly "borrowing to build", as Neil Kinnock likes to describe Labour's strategy, the contradiction could doubtless be paraded over.

Mr Kinnock and Mr Smith still hesitate. Conviction doubtless enters into the equation: if Labour does not stand for stinging the rich, what precisely does it stand for? This argument is reinforced by the fact that the earnings ceiling for national insurance contributions is intellect-



Tax squeeze: John Smith, shadow Chancellor, will only decide "rates and bands... at Budget time"

ually indefensible. The two men also fear the effect on the morale of their activists if they abandon a strand of party policy that appeals to its revisionist right as well as the left.

However, what concerns them more is that any retreat on the policy will make them appear weak to two priorities: higher pensions and child benefit. It would declare unequivocally that these would be paid for by higher taxes on the rich. Hence the proposals, hence the initial insistence of the shadow Treasury team that the increases could not be phased in since Labour would "need the revenue now".

This was an honourable way to proceed. But politicians of Mr Smith's calibre need now have no difficulty escaping it. The government will borrow more for tax cuts. Labour could borrow more for spending. Though child benefit and pensions are hardly "borrowing to build", as Neil Kinnock likes to describe Labour's strategy, the contradiction could doubtless be paraded over.

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extra 9 per cent of their income over the NI ceiling (currently £20,280), and an extra 10 per cent because of the new higher rate. This would cost taxpayers on £75,000 a year a quarter of their present post-tax income.

This could be mitigated. Instead of abolishing the ceiling altogether, it is suggested, it could be set at the same level as the floor at which higher rate tax becomes payable.

However, this proposal would do nothing to help those earning between £20,280 and that floor, currently £28,715 a year for a married couple. Calculations by the independent Institute for Fiscal Studies

show that 12 per cent of families would lose from Labour's national insurance proposals. Most of them would come in this band. Alternatively, the ceiling could be abolished, but NI charged at a lower rate than the standard 9 per cent above it – at least for a transitional period.

The party could also compromise on higher rate tax itself. At present, it is to be introduced at a rate "well above" £30,000 a year. Roy Hattersley, the deputy leader, went out on an egalitarian limb when he said that this meant £36,000 to £38,000 a year. Mr Smith has a free hand to set the threshold where he will. But again, however high he

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goes, it will do nothing for the £20,000 plus family.

Labour faces another problem that could prove at least as serious as these. It concerns other tax changes to which *Opportunity Britain* commits the party. One such was defused last month, when the party said on the record that it would not introduce a policy apparently canvassed in *Opportunity Britain* that personal tax allowances would in future be allowed only against basic rate tax. That would have cost higher rate taxpayers up to £750 a year.

Certainly, Mr Kinnock believed that to be party policy. But after considerable internal confusion, Labour's tax spokesman, Nick Brown, eventually stated "absolutely and categorically" that the party had no intention of reducing the point at which the 40 per cent higher rate tax band cut in.

That, however, is not the only hostage to fortune included in *Opportunity Britain* (see panel). Already, the Conservatives have made some play with one other. A charge equivalent to national insurance contribution is to be made on unearned income from investments. The party has said that this will apply only to investment income of £3,000 a year or more, and that pensioners will be exempt. Even so, any non-pensioner with, say, £30,000 in a building society account would be liable to be hit.

The rule would be particularly harsh on those retiring early, or made redundant with a lump sum payoff. Mr Smith is unlikely to find it easy to justify higher taxation of such people. *Opportunity Britain* commits the party to make all tax allowances equally valuable to all taxpayers, as is now the case with mortgage interest relief. A particular target here could be pension contributions. At present, employees' pension contributions are free of all tax. The Labour proposals appear to mean that higher rate taxpayers would have to pay 15 per cent tax on money they saved towards their pensions. Labour spokesmen neither confirm nor deny this is what is meant.

For Labour to threaten new taxes on the rich is nothing new. Harold Wilson's 1964 election victory followed a campaign in which he explicitly attacked the tax privileges of the better off. "Seven out of ten meals in smart restaurants are on expense accounts, and a large number of new cars, to say nothing about new clothes, smokes, houses, servants, medical care, club subscriptions, grouse moors, fishing rights and various bits of entertainment", he said in his Gravesend election speech. But there was one clear difference between Mr Wilson's approach and Mr Kinnock's. Mr Wilson made threatening noises. Mr Kinnock has made threatening promises. If Mr Smith cannot find a way of making them rather less threatening, the Labour leader may come to regret not having learnt the lesson of his astute predecessor's studied ambiguity.

Labour poll lead, page 1  
Parliament, page 7

# Teaching Labour the art of noise and the predicament of promise

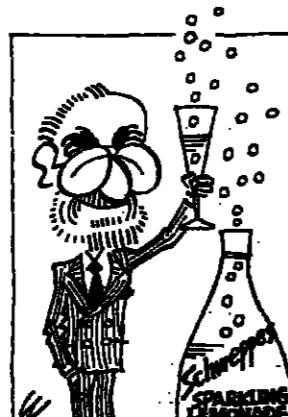
## THE TIMES CITY DIARY

### Faux pair

SIR Colin Chandler, managing director of Vickers, the tanks to medical equipment group which owns Rolls-Royce Motors, was in Edinburgh last night to deliver the annual Mountbatten Memorial Lecture. His topic, rather timely given yesterday's launch of the new Trident ballistic missile submarine at the Vickers Shipbuilding and Engineering Limited yard in Barrow-in-Furness, was defence, and he found time to touch on the difference between VSEL and Vickers plc which are, of course, completely separate. The confusion over their names, he told his audience, reminded him of a trip to India with George Younger when he was secretary of state for defence. "The Indians mentioned a VSEL project and used the name Vickers," he recalls. "Before they could continue, George Younger went into an agony about Vickers – great company, well managed, marvellous man Sir David Plastow, terrific achievement at Leeds..." He was interrupted by his private secretary who said not exactly sotto voce: "Ahem, ahem, secretary of state, I think you've got your Vickers in a twist!"

### Incredible hulk

BO GÖRANSON, Swedish chairman of Inmum Justitia, the increasingly profitable debt collection group, yesterday claimed to be totally unaware that the second half of his company's name used to have something of a reputation among financially embarrassed Londoners last



century. Justitia was the name of the prison bulk, probably a retired navy vessel, that used to be moored in the Thames at Woolwich to offer accommodation for the Fleet, the old debtors' prison. Göranson, clearly pleased with the ten years he has spent in Britain, says he is quite happy with the performance of his core business and has no intention of branching into prison ships. But who knows what the future bears? If privatisation of Britain's prison system becomes a serious proposition, perhaps some bold entrepreneur, possibly a Scandinavian, might try a hand at reviving the floating jail concept in London.

### Paine on target

THE City should have known something big was in the air when a team from Robert Fleming invited 20 bankers from Japan, France, Germany and elsewhere to go clay pigeon shooting on Friday. Little did they know that

the trio of Fleming directors who invited them, Ian Hanham, Colin Herman and Jamie Bruce, had just finalised plans for Wellcome Trust's forthcoming £2.4 billion-plus share issue, and were secretly scouting for managers to lead the issue in different countries. Absent on the day were several American bankers who had cried off, blaming pressure of work – with the sole exception of PaineWebber. What chances that Paine gets the job? Congratulations, too, to Percy Lomax, a pharmaceuticals analyst, who had the foresight to join Fleming just before it clinched the Wellcome deal. Lomax, who joins from Sheppards, made his name in the early Eighties at Vivian Gray when he tipped Glaxo to the time when nobody else would touch the stock. A newspaper headline summed it up: "Sell your Glaxo to Vivian Gray."

### Added challenge

THE mild weather has not prevented 16 City firms from taking to the ice for the Hambleton Bank Broomball Challenge at Broadgate this month, raising at least £32,000 for the Cancer Research Campaign. The event will be poignant for Toby Jenkins, who is captaining a team from Williams de Broe. His father, Maurice, former chairman and chief executive of Rugby Group, the cement company, and a past director of Norwich Union, died of cancer on Christmas day, and Toby, who sells European shares to American institutions, hopes to raise £2,000 for research into the disease.

JON ASHWORTH

ICI cliché wrong

From Mr Ralph Blumenau

Sir, Could your financial journalists please stop referring to ICI as the behemoth of British industry? First, it is a tired and irritating old cliché; second, the metaphor has always been insulting to the rest of industry, implying sheep-like behaviour; but above all, it has long ceased to be remotely accurate for one thing, the share price of ICI is still some 21 per cent down on what it was just before the October 1987 stockmarket crash, whereas the SE 100 Index is now about 8 per cent above its October 1987 level.

Yours faithfully,

RALPH BLUMENAU,

50 Kensington Park Road,

W11.

Magnificent Rolls

From Mr Andrew Wilks

Sir, If the vulgarity of some owners can infect the image of such a well-made and magnificently shaped thing as the Rolls-Royce (Business News,

February 27 and March 2), what might be said about the ownership of all the ignobly

described cars?

Yours faithfully,

ANDREW WILSKI,

4 Berkeley Road,

Mount Sion,

Royal Tunbridge Wells, Kent.

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## Recession pushes CRH down 25%

By OUR EUROPEAN BUSINESS CORRESPONDENT

THE slowdown in the world economy and bad winter weather early last year has led to a 25 per cent fall in pre-tax profits at CRH, the Irish building materials group.

The company was particularly affected by the downturn in Britain and America, two of its four main markets, but the policy to diversify into mainland Europe has paid off and prevented a further decline in business.

Pre-tax profits were down from £163.5 million to £162.6 million (£58 million), but the company reiterated its commitment to a progressive dividend policy by raising the total from 6p per share to 6.45p. The dividend was already paid in two interim instalments.

Tony Barry, the chief executive, gave a gloomy outlook. "All the indications are that the extremely difficult economic conditions experienced in 1991 will be repeated and that 1992 will be as tough for us as 1991." There would be more costs reductions this year.

Ireland, which accounts for 43 per cent of trading profits, suffered an economic cooling-off period in 1991 after several years of strong growth, with construction output down 5 per cent. Agricultural investment, commercial construction and private housing declined.

The British and northern Irish economy suffered a 10 per cent fall in construction, and in America the industry went through the third year of recession in this industry.

The best performance was in mainland Europe, into which the company has expanded through acquisitions, and which accounts for 30 per cent of trading profits. German construction enjoyed strong growth, mainly because of orders from eastern Germany, although growth slowed towards the end of the year.

## Galliford drops at half time

By MATTHEW BOND

PRE-TAX profits at Galliford, the construction group, dropped from £3.6 million to £2.1 million in the six months to end-December in what the company describes as a period of "frustration and disappointment". Earnings per share fell from 2.72p to 1.56p, but the interim dividend is held at 0.95p.

Peter Galliford, the chairman, said each of the group's companies had now trimmed their costs to reflect the reduced volume of work.

There were, he said, some signs of an increased demand for new houses, where there had been a "modest improvement" in reservations since Christmas.

## Medway to recommend port sale to buyout group

By ROSS TIEMAN, INDUSTRIAL CORRESPONDENT

THE Medway Port Authority is expected today to recommend to Malcolm Riffind, transport secretary, the sale of the port's assets to a management and employee buyout consortium (Mebo).

The Mebo team was the only bidder for Medway, in Kent, after the withdrawal of Maritime Transport Services (MTS), which operates the grain container terminal within the Medway port conservancy area, withdrew after it failed to secure control of the first trust port to be privatised, Tees & Hartlepool, this year.

The continuing row over the outcome of the Tees sale is likely to work in favour of the Medway Mebo team. If Mr Riffind were to reject the employee bid, the government would face further em-

barrassment over the port privatisation programme.

A furore over Medway could also upset privatisation plans for the Forth Port Authority, which operates docks in the Edinburgh area, and which this week began marketing a £30 million flotation plan.

Peter Vincent, Medway's chief executive and the head of the Mebo group, said his team had not taken advantage of the absence of rival bidders. "Our advisers told us we should bid what we thought the port is worth, and that is what we did," he said.

Medway is the fourth-largest trust port, with annual turnover in 1990 of £30.5 million. Located close to the Thames estuary, it handles exports and imports of cars, provides ferry services to the continent, and imports fruit and timber.

Post-tax profits in 1990 were £904,000, but with debts of £27 million and little surplus property, the port is unlikely to have attracted a high offer, even though half the bid proceeds will be returned to the port's buyer under the government's privatisation regime.

In total, five of the seven largest trust ports are likely to achieve privatisation before the election. The exceptions are Dover, which faces uncertainty because of the construction of the Channel tunnel, and Ipswich, which is keen to retain its trust status.

After Medway, the sale of the Clyde Port Authority, where a Mebo consortium is competing with a local property company, is likely to be the next privatisation.

Then comes Forth, Tilbury, part of the Port of London Authority, and the biggest of the trust ports, by turnover, will probably be the last sale.

Low prices of virgin polymer for much of 1991 meant that the cost of recycled products was frequently higher. Almost one third of British Polythene's output comes from recycling activities.

Cameron McLachlan, chairman, said that although polymer prices have partly recovered this year it was unlikely that recycling would become profitable in its own right because of an anticipated increase in European polymer capacity over the next few years.

In the 12 months to the end of December, British Polythene increased pre-tax profits from £8.8 million to £10.25 million and earnings from 23.51p a share to 26.59p. There is a final dividend of 6p a share, making 9p for the year, up from 8.25p.

Mr McLachlan said industrial and agricultural customers were experiencing difficulties and, despite a reasonable level of activity in the retail sector, margins were under pressure. The full benefit of recent acquisitions would not be enjoyed until plants were filled to capacity in response to demand from regular customers, he said.

THE Spanish banking industry is being rocked by a scandal that has nearly caused the resignation of the governor of the Bank of Spain and has damaged the popularity of the ruling socialist party.

The Bank of Spain has taken over the operations of Ibercorp, the bank at the centre of the scandal, which is about the sale of shares to resolve its financial difficulties after the collapse of merger talks with a rival institution. Bankers are demanding action over the Ibercorp affair and the stock market commission has promised an official enquiry into its share transactions. Polls show that the majority of



Beginning the tussle: Gianni Agnelli bid first

## Battle over a bottle of Perrier is near the boil

REGULATORY anarchy, family loyalties and webs of cross-shareholdings have always added a sense of intrigue to continental takeover battles. None, however, has yet matched the madness of the Franco-Italo-Swiss war over Perrier, which stands in a league all its own.

The fight over the famous French mineral water company has so far provoked four takeover bids and has led to a series of court cases, two of which will probably determine the eventual outcome.

The competition authorities in Brussels and bourse regulators in Paris might also add a twist at some stage. And then there are the protagonists themselves, who can always be relied upon to provide entertainment value: Gianni Agnelli, Europe's best-known businessman, Helmut Maucher, president of Nestlé, and Antoine Riboud, the chairman of the French food group BSN. Even the French fraud office got involved at one stage.

The story began at the end of last year, when the Agnelli extended a partial offer for Exor, a property company whose main interest was a 35 per cent stake in Perrier, to a full Fr5.6 billion bid.

The strategy was to gain control of Perrier through its main shareholder rather than having to launch a much costlier bid for Perrier itself.

One should note that all

After four bids and a series of court cases the French mineral water fight is wide open, reports Wolfgang Münchau

this came with the agreement of the chairman of Perrier, Jacques Vincent, who is also chairman of Exor.

In January, events started to unfold. Perrier sold 13.8 per cent of its equity, held in treasury stocks, to Saint Louis, a French sugar company and staunch supporter of Exor. One should note here, too, that the Agnelli's themselves, who can always be relied upon to provide entertainment value: Gianni Agnelli, Europe's best-known businessman, Helmut Maucher, president of Nestlé, and Antoine Riboud, the chairman of the French food group BSN. Even the French fraud office got involved at one stage.

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aggressive burst into the French food market and decided to change camps. Despite M. Riboud's support, Nestlé's bid faced formidable obstacles, because Exor and Saint Louis had effective voting control of Perrier. Nestlé decided to launch two lawsuits, one in Nîmes to challenge Exor's right to exercise its 35 per cent vote, and another in Paris to try to get Saint Louis's share purchase annulled. If Nestlé loses both cases, it will have lost the battle. Not leaving a stone unturned, Exor countered over Nestlé's plans to sell to BSN.

If matters were not complicated enough, more was to come. BSN launched a Fr6 billion counterbid for Exor, presumably to intimidate the Agnelli's. Last week Exor succumbed to pressure from the market regulator and launched a bid for Perrier, which matched but did not exceed Nestlé's offer.

With this bid, the circus has moved full circle. The situation was provoked by Exor's wish to escape a full bid for Perrier. And it has ended up with Exor doing just that.

At this stage, the battle is still open. The Agnelli's have a good chance, but then, so does Nestlé, the judges in Nîmes and Paris permitting. There could still be a "friendly" agreement or even a car-up of Perrier.

Never mind the future of one of France's best companies, let alone the future of one of its best industries. This is a family game.

## CRA dives after asset write-downs

FROM BRIAN BUCHANAN IN SYDNEY

WRITEDOWNS of several key assets sent CRA, Australia's biggest mining group, plunging A\$34.4 million (£14.6 million) into the red for the year to end-December, compared with A\$202 million in 1990.

After Medway, the sale of the Clyde Port Authority, where a Mebo consortium is competing with a local property company, is likely to be the next privatisation.

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Bankers are demanding action over the Ibercorp affair and the stock market commission has promised an official enquiry into its share transactions.

Polls show that the majority of

## Textiles recession over, Haggas says

BY GILLIAN BOWDITCH

BRIAN Haggas, chairman of John Haggas, the West Yorkshire worsted spinner, says that for his company the recession ended on March 14, 1991, the day the business returned to full capacity.

Mr Haggas says that the textile industry went into recession a year ahead of the rest of industry and has come out of recession a year earlier.

In March last year we returned to full capacity, and business has improved gradually ever since. But February last year was diabolical. We were near-suicidal."

Pre-tax profits rose from £355,000 to £91,000 in the six months to end-December up from £15.6 million to £16.4 million.

Earnings per share rose from 1.06p to 2.8p. An interim dividend of 1p a share has been declared against no dividend last time.

Manufacturing profits rose from £494,000 to £1,136 million. The spinning division is

operating at full capacity and orders are increasing despite some of the group's major customers finding trading conditions difficult.

Mr Haggas said orders were coming from the Middle East and Europe. "What has happened during the recession is that a lot of our competitors have gone out of business. There is less British competition around and we tend to be competing with French, German and Italian companies."

The fabric division performed in line with last year and, although the home trade has been flat, exports to western Europe increased significantly. The retail division saw losses rise from £139,000 to £225,000. The group has 28 shops selling hand knitting yarns and craft products.

Mr Haggas said the group would be even busier once the menswear and home furnishing markets improved. The shares fell 7p to 102p.

## Scandal shakes Spanish banking industry

FROM NEIL BENNETT IN MADRID

Spaniards believe the socialist party is still hiding the full details of the affair and the scandal could prove to be decisive in next year's general election.

Last month Mariano Rubio, the governor of the Bank of Spain, offered to resign after allegations that he received preferential treatment from Ibercorp in the disposal of an investment.

The offer was refused by Carlos Solchaga, the finance minister, but it has shaken the government and Madrid society because Señor Rubio is one of the so-called "beautiful people". The leading socialists who have risen to power under Felipe González, the prime minister.

Many of Spain's leading figures are

being mentioned in the Ibercorp affair including Miguel Boyer, the former economics minister whose investments were also managed by the bank. Señor Boyer's wife was previously married to Juán Iglesias, the singer.

The scandal is about the sale of shares in Systemas Financieros, a financial company linked to Ibercorp. In May 1990 Systemas bought back a block of its own shares from Ibercorp, including some owned by Señor Rubio. Soon afterwards the share price collapsed.

Since then Ibercorp has suffered heavy losses because of high interest rates in the Spanish interbank market. In 1990 it declared these were

Ptas473 million (£2.63 million). The Bank of Spain has intervened in Ibercorp's operations after the collapse of merger talks with Banco Inversión.

Señor Rubio has told the Spanish parliament that he did not know about the transactions. Nevertheless, senior bankers are saying he should have been allowed to resign.

Many believe that Spain's reputation as a financial centre is at stake.

However, Señor Rubio is due to retire in July and is expected to be replaced by Luis Rojo, his deputy. The Spanish press continues to be full of revelations about the Ibercorp affair and few expect the subject to quieten down yet.

## Norway's second bank loses £811m

BY COLIN NARBROUGH, ECONOMICS CORRESPONDENT

NORWAY'S second-largest bank, Christiania Bank og Kreditkasse, reported a net loss of Kr9.17 billion (£811 million) for 1991. The loss exceeded market expectations and compared with a loss of less than Kr2.2 billion the previous year.

Trouble at the bank, which came under control of the Oslo government last December, followed severe recession in Norway's onshore economy that unleashed a wave of failures and bad debts.

Christiania's operating loss before loan losses was Kr1.97 last year, against a profit of Kr8.83 million in 1990. Net earnings on interest dropped to Kr2.66 billion from Kr3.25 billion.

Sigbjørn Johnsen, the Norwegian finance minister, said the bank had to intensify efforts to boost earnings and cut costs. The government last year injected Kr7.86 billion into Christiania to enable it to survive, effectively putting it under state control.

Mr Johnsen said it might be necessary to replenish the government's bank insurance fund, given the difficulties in the banking sector. Norwegian banks have to meet tougher capital adequacy requirements by the end of this year.

Børge Lenth, chief executive of Christiania, said there was a good hope of the bank returning to profit this year before allowance for provisions for bad debt. But Per Ditlev-Simonsen, the board chairman, said it could be a long time before much of the bank would be back in private control.

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18	North West	Water	
19	Sgt H. Scott	Bank, Disc	
20	St Polymers	Industrial	
21	Dunlop	Textiles	
22	Unit Group	Newspaper, Pk	
23	Smiths Ind	Industrial	
24	Siemens	Electrical	
25	Glynnford	Industrial	
26	Scoriedguard	Industrial	
27	Wearoll	Industrial	
28	Thames Water	Water	
29	Unilever	Industrial	
30	Warner	Property	
31	Siemens	Motor, Air	
32	NPC	Transport	
33	ICI	Chemical, Pk	
34	Greenhills Corp	Properties	
35	Weir	Industrial	
36	Macra 4	Electrical	
37	Parrot	Electrical	
38	Grundy	Electrical	
39	Castrol Comco	Leisure	
40	Rolls-Royce	Motor, Air	
41	Green Shires	Industrial	
42	Ametek	Building, Rds	
43	Siron Water	Water	
44	Friendly Hands	Home, Car	
45	Times Newspapers Ltd	Total	

Please take into account any bonus signs

Weekly Dividend

Please make a note of your daily goals for the weekly dividend of £4,000 in Saturday's newspaper.

MON TUE WED THU FRI SAT SUN

£811

There were no valid claims for the Portfolio Platinum prize yesterday. The £2,000 will be added to today's competition.

1991/92 High Low Company Price + Net Yd % Pd

BANKS, DISCOUNT, HIP

No	Company	Group	Code or Name
311	ABN Amro		
312	Barclays		
313	Bank of New York		
314	BNP		
315	Chase Manhattan		
316	HSBC		
317	Lehman Brothers		
318	Midland		
319	NatWest		
320	Standard Char		
321	Union Disc		
322	Westpac		
323	Woolworths		
324	Woolworths D		
325	Woolworths F		
326	Woolworths G		
327	Woolworths H		
328	Woolworths I		
329	Woolworths J		
330	Woolworths K		
331	Woolworths L		
332	Woolworths M		
333	Woolworths N		
334	Woolworths O		
335	Woolworths P		
336	Woolworths Q		
337	Woolworths R		
338	Woolworths S		
339	Woolworths T		
340	Woolworths U		
341	Woolworths V		
342	Woolworths W		
343	Woolworths X		
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345	Woolworths Z		
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347	Woolworths BB		
348	Woolworths CC		
349	Woolworths DD		
350	Woolworths EE		
351	Woolworths FF		
352	Woolworths GG		
353	Woolworths HH		
354	Woolworths II		
355	Woolworths JJ		
356	Woolworths KK		
357	Woolworths LL		
358	Woolworths MM		
359	Woolworths NN		
360	Woolworths OO		
361	Woolworths PP		
362	Woolworths QQ		
363	Woolworths RR		
364	Woolworths SS		
365	Woolworths TT		
366	Woolworths UU		
367	Woolworths VV		
368	Woolworths WW		
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371	Woolworths ZZ		
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# Working for power in the boardroom

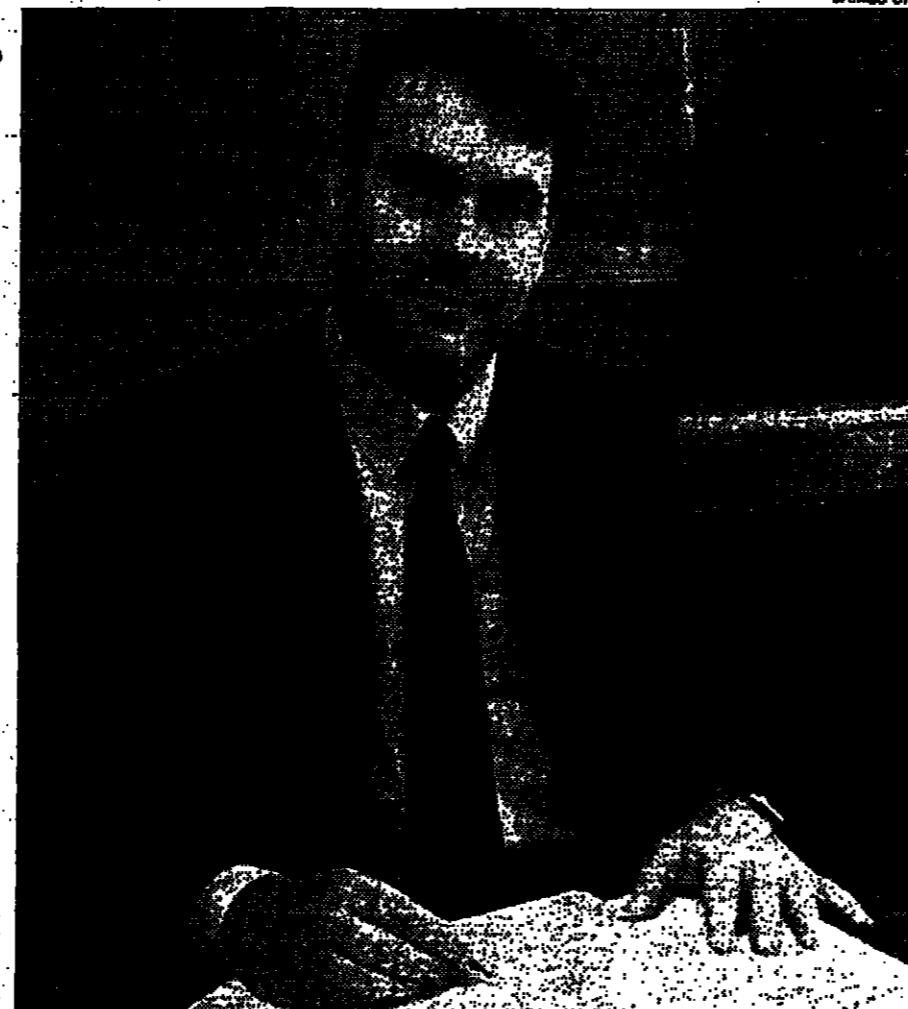
Non-executive directors are often seen as the panacea for boardroom ills.

Allister Wilson argues that this might not be the case and that institutional shareholders have a vital role to play

**N**on-executive directors are often seen as fashionable boardroom accessories in these days of troubled corporate administration. Scarcely a single FTSE 100 company operates without at least one in the ranks, and organisations such as the London Stock Exchange, the Institutional Shareholders' Committee and the Confederation of British Industry have publicly commended their worth, while throughout industry chairmen are proclaiming the advantages of their appointment. However, this enthusiasm disguises the fact that the effectiveness of non-executive directors varies considerably and that, in some cases, their existence might, in fact, create a false sense of security. They are certainly not the panacea to all corporate governance ills as is sometimes suggested.

The effectiveness of non-executive directors depends on a number of factors: the degree of their independence, business experience, expertise, and industry knowledge and the amount of time they devote to the task. But, however competent and committed they may be, their effectiveness will depend on the amount and timeliness of the information they receive from the company and the willingness of executive directors to allow them to contribute an independent view to the board's deliberations.

This is the disturbing paradox. The City agrees that the chief benefit of non-executive directors to companies is their active participation as directors. Yet where a non-executive director's role is confined to examining vast



Setting an agenda for influence: Allister Wilson of Ernst & Young

piles of paper at the beginning of a board meeting, without the opportunity to raise freely issues of concern, then his or her ability to contribute to corporate debate is significantly constrained.

Ultimately, the effectiveness of non-executive directors comes down to the personalities involved, their commitment, ability and their understanding of their role. But even the best and most diligent non-executive director can be only as effective as he or she is allowed to be. No amount of voluntary guidance or legislative backing will prevent a determined executive board from rendering a non-executive director impotent, thereby leaving him or her with little alternative than to resign.

In theory, the guidelines are fine. In practice, many non-executive directors still seem to have difficulty knowing what is expected of them, either by the executive directors or by the shareholders, nor do they have a clear understanding of what stan-

dards of diligence are appropriate for them to be able to show that they have fulfilled their duties to shareholders.

It can be argued that shareholders get the directors they deserve, and that responsibility rests with them to ensure that the directors run the company according to the shareholders' wishes. The small shareholder who is unhappy with the directors' performance has virtually no remedy other than to sell his shares. The same cannot be said for institutional investors.

Unquestionably, institutional investors not only have a vital role to play in this respect but also have the means to do the job. With stakes in many, if not all, the top companies and with the research and analysis resources at their disposal, they are capable of monitoring, comparing and contrasting corporate governance in the widest sense. Most are keenly aware that, if they take no interest in their investments, they might be taken advantage of. Company underper-

formance or an obvious boardroom anomaly are usually enough to provoke institutional response.

Far too often, however, this simply takes the form of a knee-jerk reaction — a slamming of the institutional door after the corporate horse has bolted. The institutional shareholder complaining about boardroom upsets after they have taken place is a relatively common sight.

Non-executive directors, audit committees, directors' remuneration, conflicts of interest — these are all areas in which large institutional investors have a part to play. By seeing their responsibilities in the broader context of the market, they can safeguard not only their own interests but the interests of the business community at large and can help the non-executive directors to fulfil the important role expected of them.

*Allister Wilson is a technical partner at Ernst & Young and co-author of the firm's book, UK GAAP.*

## Firms take flak on predatory pricing

AS THE recession bites and the large accountancy firms suffer still further they are going to find that the practice known as 'lowballing' assumes still greater importance.

This is where a firm seeks to increase its market share by dropping its quote for an audit fee to rock bottom, or beyond. In tough market circumstances some degree of cost cutting is inevitable. What worries people inside and outside the profession is the extent to which the cost cutting may go further and lead to a drop in the quality of work as well.

The firms argue that greater efficiency, better staff management, and the possibility of making up any shortfall with the occasional management consultancy project for the same client allow them to reduce the basic audit fee. But the outside world has no way of judging that, and so remains sceptical.

The figures involved are often huge. Price Waterhouse came in for flak when it was revealed that it had won its battle to retain the audit of the Prudential with a fee cut of £900,000.

But all the firms do this. What was probably more shocking in that case was the tone of the brochure in which it set out its audit proposals. To the wider world, the large audit firms emphasise the great respect that they should be owed for their toughness and independence when it comes to dealing with clients. But the brochure suggested the senior partners were about as ferocious as labrador dogs who liked to have their tummies tickled.

Day or night, Sunday mornings on the golf course or not, the most senior of senior partners would be at the clients' beck and call just a phone call away.

So lowballing or, as the profession would prefer to call it, predatory pricing, went on to the list of new areas on which the profession had to issue ethical guidelines. This is not purely a British problem. The Americans, the Australians and even the Danes are working on rules to control it. In America, where firms are based on a state-by-state basis both the AICPA, the profession's governing body, and the separate state boards of public accountancy are

coming of standards. But the problem lies in proving that link. Examples of lowballing, as opposed to fierce competitive behaviour or loss leaders, are hard to nail down. Some firms are offering to do the audit work for free when other services are being provided for the same client.

Unlike other areas of ethical concern in the profession it is known that the trade and industry department is less worried about lowballing. But the profession's joint ethics committee is working on a draft document that will outline ways of dealing with the problem. This is due to be issued in two months so that all interested parties can have their say before definitive guidance is produced in the autumn.

Three options are likely to be covered. The first would be to sit tight and do nothing other than say that times are hard, the firms operate in a free market and interference should not be necessary. This is

plainly not on. The market argument may be valid during a price-cutting war between producers of baked beans. It does not make sense when the service is a statutory one being carried out to safeguard the interests of pension funds, shareholders, and widows and orphans.

The second way of dealing with it would be to follow something like the Texan solution. The practice would be outlawed and a formula devised to define the floor through which fees could not fall without being suspect.

But formulas based on figures, particularly those produced by organisations as secretive over their figures as the large firms, would be complicated. Hence the third option — and likeliest to succeed. A system could be set up so that the firms would be able to complain to either the ethics committee or to the profession's audit monitoring service about specific instances of undercutting. The service would be given the power to go into the audit firms, seize the relevant working papers and then go through them in detail to establish whether the standard of the audit work had suffered as a result of the plummeting audit fee.

The firms would obviously dislike either of the last two options. But to an extent they may have no choice. They need to prove that they are independent in the face of client pressure.

Every six months the senior partners of the top firms meet to discuss mutual problems and issues. When they met three weeks ago the main item on the agenda was what they should do about the colossal thumping their reputation is taking. One of the solutions would be to go along with tougher rules to convince their public that they are indeed acting with integrity and independence.

• The author is the Associate Editor of Accountancy Age.



AUDIT

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BRUCE

## Paying for battles in Brussels

BY GRAHAM SEARJANT, FINANCIAL EDITOR



McNeil: initiative

WHEN members of the Institute of Chartered Accountants in Scotland rejected a merger with their larger neighbour in England and Wales, the Scottish institute had to indulge in a rapid rethink of its long-term objectives.

Finally, under the initiative of Ian McNeil, this year's president, the English institute has come up with its own new manifesto.

In this case, however, the underlying motivation lies in the drastic changes in the legal and political climate in which accountants now operate and, in particular, the impact of the European Community and its policy-making powers.

More clearly than ever before, the institute is a statute-based regulator, of auditors, insolvency practitioners and accountants' investment business, as well as being what its critics call a trade association.

The new statement of long-term objectives defends this situation and even accepts the possibility that the institute may be saddled with more regulatory duties. It does not want them, but would sooner take them on than abdicate to a new external statutory body as some Labour critics would prefer.

The new climate is evident

to smaller firms in the securities and investment advice businesses.

Coping with Brussels may, however, be the biggest and most controversial challenge. While doing its bit across the Channel, the institute has basically operated by trying to keep the trade and industry department on its side in the development of Community directives; however critical ministers may be at home in pressing the profession to put its house in order.

This has had some success, but inevitably it has often been negative, following the usual British path of amending or stalling directives dreamed up in the Commission, on continental thinking, so as to minimise the damage. As the leading accountancy profession in the Community, the British should really be pressing the initiatives.

The trigger for change was the Maastricht accord, which introduces much more majority voting on the sort of broad and butter issues that most concern the profession.

Having the department of trade and industry on one's side will no longer be enough, as has become increasingly clear in recent years over international trade issues. Options therefore include the institute in a greater emphasis on ethical rules for members and in training for students. The institute also realises that its disciplinary procedure, which so often labour long to produce little, needs beefing up and speeding up if it is to satisfy the public, let alone members operating under a shadow.

Not surprisingly, the key area in developing advice and services to members will be in helping individual accountants and smaller practitioners cope with the flood of statute-based regulations.

The rulebooks are as much of a headache and overhead burden to many accountants as they have already proved

opening an office in Brussels to monitor the weather and put the profession's opinions across at a much earlier stage in the formation of Community rules and draft directives.

All this will naturally cost money. Some of the regulatory charges, including registration, fall on practising members through fees, but Ian Plaistow, the deputy president, now has the painful task of persuading the institute's budget-conscious accountant members to come up with more in subscriptions as well.

On the institute's proposals, the basic subscription of £100 a year would rise by 15 per cent in 1993 and by 12.5 per cent more than inflation in each of the following two years. A practising accountant would face a 1993 increase of 21 per cent.

The institute has gone to some length to show that its annual subscriptions are low compared with other institutes and professional bodies. That is not surprising. The last time it attempted to raise subscriptions by 12 per cent in real terms back in 1985, it just failed to win the necessary support of two-thirds of the members. And many accountants seem to be just as sceptical this time around.

It seems that the moral of the story is to keep your head well down and feign interest in everything.

**Bored out**

BEING bored, it seems, has become a sackable offence. A well qualified young woman accountant recently sought a job with one of the leading, smaller firms of auditors, having quit a good post with one of the Big Six. Asked at the interview why she had left, such an apparently attractive position she explained that she had made the cardinal error of asking her partner to be switched to 'more interesting work'. 'Well, if that's the way you feel about working for us then you might as well leave straight away,' came the withering reply. And she was out of the door within the week. At a time when many accountants are looking for opportunities to let people go,

## Lawson in third spot

**L**AWSON is back. Well, it's not quite how it sounds but Roger Lawson has been confirmed as the new vice-president of the Institute of Chartered Accountants in England and Wales. Lawson, aged 46, director of America, Asia and Pacific for 31, Britain's biggest venture capital group, will be only the fourth non-practising holder of the title in 100 years when he starts on June 3, but he seems well-suited to the task. He is a former chairman of the London Society of chartered accountants, looks after the ICA's publishing and commercial operations and was instrumental in setting up the institute's board for chartered accountants in business.

### ANY OTHER PRACTITIONER

Hard luck to Patrick Searle and Christopher Swinson who were the other contenders to the crown. His namesake, the right honourable member for Blaby, is busy finishing his memoirs.

I find low interest highly interesting



### Bored out

**D**OING IT RIGHT

ROGER Burgess of Andersen Consulting managed some legitimate one-upmanship by announcing a 32 per cent rise in 1991 net income to £172 million just 24 hours before Andrew Davies, president of the Management Consultants Association, revealed that his members as a whole had only managed a 4 per cent rise to £850 million, though that does not include facilities management work, which like Andersen's other speciality of information technology showed much higher growth. Oddly, Burgess felt the need to commission a special 'independent' report to confirm that he was doing the right thing.

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A familiar face returns to Twickenham to challenge English ascendancy in the five nations' championship

## Davies discovers sense of nationality with Wales

By DAVID HANDS  
RUGBY CORRESPONDENT

ALAN Davies is now as well-known as a rugby coach in Wales as in England, but Alan Davies as a philosopher appeals far more to the introspective Welsh than he ever did to the English, with their inherent suspicion of emotional Celtic overtones.

That Davies, sometime coach to the England B team and thus to several of the present senior side, comes to Twickenham on Saturday with a Welsh team seeking to prevent another English grand slam — bringing with it the triple crown and five nations' championship — adds plausibility to what will probably be the decisive weekend of the tournament.

Davies, a miner's son from Ynysybwl, has spent his entire playing and coaching life in the English Midlands. His professional life, too, has been in Nottingham, but now he is able to talk of a rebirth, of a rediscovery of nationality that marches well with, if not a renaissance in Welsh rugby, at least a renewed sense of confidence, direction and drive.

"There is no particular satisfaction to be derived from preparing a side to beat England," Davies said. "I'm neutral about it."

It was not always so. Davies grew up as a coach within the English system: club, division, England B. His charges along the way included Andrew and Moore, Webb and Carling, Probyn and Skinner and he was a strong long-term candidate for the English coaching position before 1988, when relationships with the English senior man-

agement team became increasingly strained.

The result was the dismissal, in 1989, of the B coaches, Davies and David Robinson, and the elevation of Dick Best, now the England coach.

"In some ways fate took a hand," Davies said. "It not only made the careers of some players I was close to at the time, but the resulting trauma caused me to get my nationality back. If I had been included more in the English system, I would not have found myself where I am now, which I consider to be a great position."

"There is a memory of the England experience which has served me in good stead. It has nothing to do with the people involved. I had lost my nationality through coaching. Now I have people calling me by my family name of Barry, which is what everyone in Ynysybwl used to call me when I was a child."

### Webb may reconsider

JONATHAN Webb, the England full back, admitted yesterday that he was considering delaying his retirement from international rugby (Peter Biles writes). Webb, of Bath, had suggested he would end his international career after Saturday's grand slam match against Wales at Twickenham, but he is having second thoughts.

"Towards the end of a season as long and hard as this, you start to feel you have had enough," Webb said. "But now it is so close to our last game of the season I am not so sure. A lot will depend on

"I learned how hard it must hit international players who are dropped from the side. There was a sick heartache which stayed for days. The pain was considerable, but it helped my ability to communicate with players."

Davies has never been short of ambition in his coaching career, though his initial misfortune has led to his present fortune, even if the post of coach to the Welsh team may have seemed like a poisoned chalice when he accepted it last August.

He discounts the value of his intimate knowledge of the England players. "A team game is full of variables and what the England management, and Don Rutherford, have done is to work hard to mirror the All Blacks, to reduce the variables so as to control what happens."

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# THE TIMES SPORT

THURSDAY MARCH 5 1992

Hoddle's late appearance fails to inspire

## Italians expose English side's defensive flaws

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Second Division XI ..... 1

FROM LOUISE TAYLOR  
IN CASERTA

EVEN Glenn Hoddle's first appearance in the role of international player-manager — as a late second-half substitute — failed to ward off defeat for his Football League second division representative in Caserta yesterday.

The select eleven from Italy's Serie B were almost all under 21-years-old but by the time Hoddle arrived to make his first competitive appearance for almost five months, there was no doubt in their footballing maturity. After scoring two fine goals and exposing the makeshift nature of England's sweeper system, Italy had simply killed the game.

Hoddle, Swindon Town's player-manager, will be disappointed, not only at the failings of his beloved five-man defence, but England's failure to play with the verve he had hoped for. One of the few positive

points for England viewpoint was the performance of Paul Kerr, the Millwall midfield player. Kerr was probably Hoddle's best player, working tirelessly and often passing to good effect in a midfield in which Paul Williams, of Derby County, and Darius Dziekanowski, of Bristol City, were disappointed.

Italy went ahead in the 23rd minute when Tramezani tapped a free kick to Gelsi, whose shot took a deflection in the England wall before deceiving Bobby Mims by hitting the inside of the far post.

If that goal was eye-catching, England's equaliser, ten minutes later, was even more so. It was delivered by Paul Kitson, the Leicester City forward, whose challenge with Franchini resulted in the ball spinning loose, Bull dummying and Kitson reacting swiftly to swive and dispatch a right-foot half-volley.

It got better still. The third goal arrived after Ganz's measured right-wing cross was impressively volleyed home by Bresciani, who allowed Mims no chance.

Normally an orthodox centre half and only playing because Hoddle was injured during training on Tuesday, Colin Calderwood performed adequately in the role of spare man but his central defensive colleagues were far from *au fait* with such a rear-guard. The upshot was that, particularly when exposed to the slowness of Ganz, the sweeper system looked suspect.

England's player-manager had attempted to stretch Italy's defence to the limit by replacing Kitson with Goodman early in the second half. But although the Sunderland forward soon had the ball in the net, he was offside.

Italy rarely seemed to be caught offside and the awareness of some of their passing was testimony to the fact that this was the third time this season they had played in Czechoslovakia yesterday.

The 1-1 draw Real secured at Sigma Olomouc was more than they publicly dared hope for before the first leg of their Uefa Cup quarter-final, and it was achieved through a spiteful performance in which two players were sent off, so it is. Real are looking at a place in the semi-finals.

The dismissals of Francisco Villaroya and Luis Milla in the second half were ample evidence of the negative approach Real adopted, aimed at stifling a Sigma side they candidly admitted they



Ball-watching: Radoslav, left, of Sigma Olomouc, clears from the Real Madrid attack, led by Butragueño, right, in the Uefa Cup quarter-final in Prague yesterday. The sides drew 1-1

## FA goes in search of revenue generator

BY JOHN GOODBODY

THE Football Association has advertised for a commercial director to increase sponsorship and merchandising for the game. The position has been created partly because of the anticipated start of the Premier League next season.

The director will be appointed as soon as possible and the salary will be negotiable. With Glenn Kirton, the director of external affairs, heavily involved as project director for persuading Uefa, European football's governing body, that the 1996 European championship should be staged in England, the appointment is likely to come from outside the association. Kirton said yesterday: "There is a clear need for

someone at the FA to concentrate on the generation of revenue."

When the FA originally proposed setting up the Premier League, it said that more than £100 million a year could be created. This would not only boost the finances of the members of the Premier League but also compensate the smaller clubs, which will remain in the Football League.

□ Arsenal have rejected Oldham's request to rearrange next Tuesday's first division fixture at Highbury. Oldham has a key midfield player, Paul Bernard, in the Scotland Under-21 squad for the European quarter-finals in Germany on the same night and wanted the game put back.

ENGLAND: R Mims (Blackburn Rovers); sub: E Nixon (Tottenham Hotspur); Kerslake (Swindon Town); J Drysdale (Sheffield United); D Cowan (Sheffield Wednesday); G Hobbs (Bolton Town); C Cowdrey (Swindon Town); M Smith (Barnsley); B Williams (Derby County); D Dakolewski (Leeds United); D Gurney (Sheffield Wednesday); J S. Bell (Wolves); P Kerr (Millwall); P Gibson (Leicester City); sub: S Merson (Sunderland).

ITALY: Tramezani (Parma); Franchini (Avellino); Tresenza (Lucca); Ziller (Brescia); sub: Rossi (Padova); Petrucci (Cagliari); Bresciani (Parma); Bresciani (Parma); sub: Bini (Modena); Ricossa (Verona); sub: Carbone (Cosenza); Verani (Fano); sub: Poggi (Venezia); Gatti (Parma); sub: Cesarini (Parma); sub: Refice (Bologna) (Germany).

Referee: B Heynen (Germany).

BY PETER ROBINSON

THEY may have shown Spanish football at its worst and they can expect bitter criticism at home and abroad as a result, but Real Madrid will be quietly satisfied with their afternoon's work in Czechoslovakia yesterday.

The 1-1 draw Real secured at Sigma Olomouc was more than they publicly dared hope for before the first leg of their Uefa Cup quarter-final, and it was achieved through a spiteful performance in which two players were sent off, so it is. Real are looking at a place in the semi-finals.

The dismissals of Francisco Villaroya and Luis Milla in the second half were ample evidence of the negative approach Real adopted, aimed at stifling a Sigma side they candidly admitted they

feared before they had even left Madrid. In the event, Fernando Hierro's goal should give Real a huge advantage in the second leg in the Santiago Bernabeu stadium in a fortnight.

Olomouc, though, must be cursing themselves. Here was a perfect opportunity to claim their most famous scalp in European competition, and unless they can rouse themselves to unprecedented heights in Spain, they have wasted it.

They began the praise heaped on them by Leo Beenhakker, the Real coach, beforehand with a series of swift, intelligent attacks that promised an early lead and delivered one in the 27th minute when Pavel Hapel scored.

But, fatally, they failed to add a second. When Real

staged a breakaway on the stroke of half-time, the Czechoslovaks differed in defence and Hierro added the finishing touch to Francisco Llorente's pass.

After that, Real shut up shop. Villaroya was sent off in the 72nd minute after committing his second bookable offence and Milla followed him six minutes before time for a foul. The 14,000 crowd watched in growing frustration as their team failed to turn their numerical advantage into goals.

If Madrid's European foray was controversial, Barcelona's was simply successful. On the face of it, their trip to Ukraine to play Dynamo Kiev in group B of the European Cup semi-final round was fraught with difficulty, yet Barca earned a 2-0 victory.

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ARTS  
Scorsese casts  
a voyeur's eye  
in the remake  
of *Cape Fear*



# LIFE & TIMES

THURSDAY MARCH 5 1992



BOOKS  
Thomas  
Pakenham on  
Mandela's  
South Africa

ALEXIS DUCLOS/FRANK SPOONER

## New World

## disorder?



**A**mericans are marvellous optimists. Since they have no past, they lack what Raymond Aron used to call "the sense of tragedy in history". And since they only have a future, theirs, as the chosen people, can only be one of money, freedom and peace. As for the world as a whole, where else could it look for a model? As a matter of course, the world can only follow the Great American Way of Life: it too is bound to become free, prosperous and therefore peaceful.

After each great world war this century — and the Cold War, after all, was just that — Americans have brought us the good news.

In 1918, President Wilson promised world peace through the rule of law, disarmament and national self-determination. American isolationism, the break-up of European empires, the economic crash of the 1930s and the folly of French and British diplomacy produced Hitler and the ensuing disaster. After 1945, a new group of American optimists invented the UN, free trade (the GATT and the IMF) and once again voiced its support for disarmament and the rule of law.

They even dreamt of a world government to control nuclear weapons. However, that time around, the generous ideas of the Baruch plan collapsed in the ideological and nuclear logic of the Cold War.

Now that the Cold War is over and the "evil empire" of the Soviet Union has finally collapsed, we are witnessing a third bout of American optimism. The dream of a "New World Order" based on the victory of capitalism, the UN and triumphant US military forces is once again put forward as the next "world system". Publicists and statesmen alike throughout the

western world (even in France) talk about a "unipolar" or a "monopolar" world structured around American power. No wonder, then, that in this post-war euphoria (after the Cold War and the Gulf war), Francis Fukuyama's happy hegelianism has become an instant bestseller.

People — even non-Americans — love good news. And Fukuyama, by predicting the final victory of western-style democracy, is giving them just what they want to hear — a model advertising technique, applied to foreign policy.

The trouble with these rosy theories is that they are both wrong and dangerously misleading for our countries. The new world is not going to be democratic and peaceful, but just the opposite. Far from signifying the victory of the American (that is, the European-invented) model of democracy and economic liberalism, the end of the Cold War may well see the end of five centuries of western domination of the planet, where the white man's ideologies, superior weapons, and technologies used to rule the rest of the world.

Both Bush and Fukuyama are guilty of a string of logical errors, each connected to the other.

Step number 1: despite Fukuyama, communism will survive, if only because it is a parasitic doctrine which will continue to feed upon the inherent inequalities and failures of the democratic-liberal system. Second, even if it is true that communism, a 19th-century political and economic doctrine, has certainly demonstrated its abysmal failure as a method of government for modern, hi-tech societies, we may well see its continuation under

Francis Fukuyama believes that history ended with the break-up of eastern Europe: liberal democracies will now form the model. The French conservative Pierre Lellouche demurs: the world, he argues here, may be about to enter a tragic phase

different forms, and in other, poorer parts of the world.

China, for instance, is a perfect example of a hard-line communist system at the political level which is pragmatic enough to tolerate, and indeed encourage, decentralised capitalism at the production level from agriculture to weapons industries, over entire regions such as those around Canton or Shanghai.

Step 2 is an even worse mistake: communism is dead, we are told, because democracy won. Wrong again. What has won — and this is a crucial distinction — is capitalism, not democracy. The people of eastern Europe or Russia went out in the streets not because they wanted to read Thomas Paine, or Montesquieu, but because they just wanted to live better and consume.

What has triumphed in this age of hi-tech industrial revolution, from Korea to Brazil, from France to Poland, is the liberal, capitalist model. Does this mean, however, that every nation adopting a

liberal economy will necessarily become "democratic" — European style? Of course not. Are Taiwan and Korea democracies? Is Japan itself a true democracy?

The truth is that when Europeans or Americans talk about democracy, we assume that everybody will adopt or have the same cultural references — the past five centuries again. Yet they evidently will not. One of the key questions for the future, for instance, is whether Islam, with more than one billion people, will finally insert itself peacefully into the world's victorious capitalist system, even though it has failed to do so since the 12th century.

Second, democracy does require a minimum economic base on which to develop. India and Brazil claim they are among the largest democracies of the world, but the enormous social differences there simply ridicule that claim. What democracy, then, for the billions of the next three decades? How democratic will the new world be where a billion rich (and mainly white) people will continue to consume four-fifths of the world production?

Step 3 is the good news: democracy will win, and democracies, as everyone knows, do not fight each other, ergo, we will have world peace. Wrong again. Fukuyama should turn to the tragic history of Europe between the wars to see how fragile democracies are, both from the inside and the outside. Perhaps he and his fellow optimists should read some recent newspapers on the rise of xenophobia, antisemitism and fascism throughout today's Europe. Not to speak of Yugoslavia: our democracies are happy to let a Middle Age civil war continue only two hours from Maastricht, where we are supposed to have invented a "New Europe".

Fukuyama's neo-hegelianism employs the same kind of mechanistic certainty about the "meaning of history" as the marxists used to (and naturally so, since marxism too was rooted in Hegel). Fukuyama, and I suspect George Bush as well, believe that history can only see the victory of our model, just as Lenin and Stalin believed in theirs.

Instead of toying with Messianic good news, our countries ought to look hard at the unpleasant realities of the harsh new world coming at us. It will be a world without an almighty American banker and gendarme: America is broke, with a \$3,000 billion debt,

and its forces are withdrawing worldwide. It will be a world with a tremendously difficult — and dangerous — transition in eastern Europe and the former Soviet Union: remember that the first Russian revolution lasted 19 years, between 1905 and 1924, killing perhaps 20 million people — and the Russians had no nukes then. It

will be a world in which a massive redistribution of power will have to be carried out, both among the rich — the re-emerging, but uncertain, German and Japanese powers will make new demands — and between the North and South.

As for the South, I too pray that the eight or nine billion people of 2025 will eventually become prosperous, democratic and peaceful. But for the moment, what I do see is the combined destabilisation of demographic explosion, poverty and rapid militarisation, with the South capable soon of hitting the rich northern countries with weapons of mass destruction, including

long-range nuclear missiles. Indeed, one of the major characteristics of the new world will be a reversal, against the rich of the North, of the game of nuclear deterrence.

But there is no hegelian good news in all this. I doubt therefore that it will be heard.

• Pierre Lellouche is the author of *Le Nouveau Monde — de l'ordre de Yalta aux chaos des nations*, published by Grasset last month. He is the foreign policy adviser to Jacques Chirac, leader of the Gaullist opposition in France.

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TOMORROW  
Valerie Grove meets  
Anthony Burgess

THE ROYAL OPERA

BRITTEN'S FINAL WORK OF CONSUMMATE MASTERY

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ROYAL OPERA HOUSE

## Television, the ultimate bedroom farce

### PRIVATE LIFE

John Diamond on the  
small screen's dated  
and dismal view of sex



of both partners as they walked up the aisle to exchange vows. It may even be possible that some of you reading this have saved yourself for Miss or Mr. Right, or even that you are saving yourself still, which is fine by me. But the fact is I can't think of a single of my contemporaries who got through teenagers and Drooler's Weekly Echo.

Or take TV sitcoms. It is possible that a couple of generations ago,

I don't want to be too self-referential about this but you would have thought that *That Times* having its very own sex column (well what did you think *Private Life* meant then?) was indicative of a new and mature spirit abroad in the land. An adult spirit which was of the firmly held opinion that sex, like going to B&Q on Sundays and phoning out for pizzas, is now part of normal, grown-up daily life in the 1990s. Or if not daily then bi-daily, or 2-8 weekly or whatever the latest women's magazine survey says sex is.

Apparently not. The official view is still that sex is what you do every year or so when you want a baby.

There is a TV ad currently running for some building society in which the first ten years of a married life is montaged into 30 neat seconds. Boy meets girl, buys wedding ring, moves into home, she gets pregnant, the lump turns out to be twins who need schooling and thank God for whichever building society it is which has throughout this fraught process been so understanding. The last scene has the wife cuddled up on the sofa with the put-upon husband. She is nuzzling into his ear, she wants sex again. He looks aghast. Again? But they've already

grooms are the rare exception and that more to the point, nobody is much worried about this state of affairs.

Except that is, in the nudge-nudge world of comedy TV where the "honeymoon" bed is still the place, where he learns what goes where and the morning after is a time of red faces and double entendres about sleeping well and lost pyjamas. It's only a year or so ago that ITV managed to base a whole sitcom on the single joke that a couple lived together over the broomstick. When was the last time you saw an unmarried couple, however well established their coupledom, allowed by the unwritten rules of TV comedy, to spend a night together?

Just as it is the law of the box that no crook outside the desperate land of *Mr. Right* or *Mr. Wrong* or *Mr. Right*, or even that you are saving yourself still, which is fine by me. But the fact is I can't think of a single of my contemporaries who got through teenagers and Drooler's Weekly Echo.

Or take TV sitcoms. It is possible that a couple of generations ago, virginity was the normal condition

all they are worried about is whether at least one name matches the one on the Visa card. It's bad enough that sex between the unwed on TV sitcoms is equated with criminal activity, as often as not the same equation is made for the honestly married.

The reason? I think I found it the other day in an odd little book called *It Isn't Done — Taboo Among the British Islanders* and written by one Archibald Lyall in 1930. "The taboo upon vice, or alleged vice", says Lyall "in the British Isles probably owes its origin to that strenuous reluctance to acknowledge the existence of unpleasant things which is the common heritage of the human race — and there are few things more unpleasant than the thought of other people enjoying something in which one is not allowed to indulge oneself."

Never a true word written — even though in the real world the ban on such indulgences disappeared a couple of decades ago. Or, at least, it disappeared everywhere but in the fevered minds of our TV makers, who still seem to believe that the sex life of their viewers is so dismal that they couldn't bear to see people enjoying themselves in a realistic way on the screen.

**BARBIAN PREMIERE:** The BBC Symphony Orchestra plays the world premieres of Colin Matthews's Broken Symmetry and other new commissions. G David Hume is the pianist and Lucy Shulman the soprano, and the new pieces are sandwiched between Sibelius's lone poem for soprano and orchestra, *Lochner*, and Schubert's second *Praterstück*, The Poem of Fire. Nowhere conductor. Barbican Centre, Silk Street, London EC2 (071-838 8891), 7.45pm.

**KREMERATA MUSICA** LOCKENHAUS: Gidon Kremer and ensemble perform Messiaen's Quartet for the Instruments of the Four福音 (String Quartet in G, D887). The group comprises violin player Catherine Metz, cellist Clemens Hagen, clarinetist Sabine Meyer, pianist Ding Nienberg and Kremer. Barbican Centre, Silk Street, London EC2 (071-838 8891), 7.45pm.

**HILLARD ENSEMBLE:** This superb group of voices perform new commissions from John Casken and Polish composer Henryk Górecki, together with Arvo Pärt's *Altiora* (written expressly for the Hillards) and, from other countries, *Boat*, *Perseus Major*, *Wartime Abbey*, London SW1 (071-928 8800), 7.45pm.

**OPERA NORTE:** The company continues its season in Stratford this week. *Tosca* (with Renée Fleming and conductor Tim Albery) is the production of the Mozart opera. Don Giovanni, with Helen Field as Dona Anna and Robert Haywood in the lead. Tomorrow evening the company's accomplished revival of

#### TODAY'S EVENTS

A daily guide to arts and entertainment compiled by Kari Knight

Franz Schreker's rarely heard, experimental opera *Der Tempel King*, directed by the distinguished musicologist and author of *Music in the Settings*. David Hume is the pianist and Lucy Shulman the soprano, and the new pieces are sandwiched between Sibelius's lone poem for soprano and orchestra, *Lochner*, and Schubert's second *Praterstück*, The Poem of Fire. Nowhere conductor. Barbican Centre, Silk Street, London EC2 (071-838 8891), 7.45pm.

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Sat, 10pm-6.45pm, Tues, 10pm-5.45pm, Sun, midday-6.45pm, until May 4. Admissions include *Van Gogh in England*.

**DENZIL FORRESTER:** It is rare for so young an artist (35) to be so extensively known, but Forrester, who comes from Essex, has made a name with powerful images, sometimes primitively coloured, sometimes starkly monochromatic, reflecting his international background and his education with his future. *Clay*, an exhibition of recent work, at the Aga Khan Fine Art, Boundary Road, London NW8 (071-622 1208), Wed-Sat, 11am-6pm, opens today until March 25.

**MANOH:** Kenneth MacMillan's passionate ballet, based on the famous story by Abib Prokofiev, means a visit to the Royal Opera House. *Manoh* (with Carl Nielsen's pantomime *Operas Marquise* in a production by Helmut Kaut-Hewson with Mary Hegerty heading the cast. Royal Shakespeare Theatre, Stratford-upon-Avon (079 255223), 7.30pm.

**THE HOUR OF THE LYING:** Powerful Swedish drama (1986) by August Strindberg, now a disturbed boy's treatment of his father's past, to guard his to reassess his ideas of love and redemption. Opening night, Letchworth, 503 Bletchley Park Road, London NW2 (071-901 0581), 7.30pm.

**BIRMINGHAM ROYAL BALLET:** *BRING ME THE HEAD OF ST JOHN* (Britten's) is touring the company opens its 1992 season with this, to be made with Peter Wright's production of *Giulietta*, the story of a gentle peasant girl driven to her grave by the betrayal of her seductive lover. The programme changes to accommodate triple bill of one-act ballets comprising Galina Semenova's production of *La Sylvaine*, John Cranko's *Lightning* and *Giulietta* (with a new point of view); and censored by Strindberg, and a company premiere: David Bintley's *Gallerie*. Birmingham Hippodrome, 2000 Street, Birmingham (021-227 4969), 7.30pm.

**AS YOU DESIRE ME:** Opening night of a rare revival of the Pirandello play depicting a family in a state of identity crisis. 27 Nov. East Hampstead, London NW3 (071-794 0022), 8pm.

**EGGLET TONIC:** *Cleopatra* (with Helen Egerton) is a pleasure in colour photography in the early Seventies, and that he was the first colour photographer to be taken seriously. The book is a real point of the quality of his astonishing real/vermet images, which take on a hallucinatory intensity. Barbican Art Gallery, Barbican Centre, London EC2 (071-635 4141), Mon-Wed, 10.30am-5pm, Sat, 10am-5pm.

**THEATRE GUIDE**

Jeremy Kingston's assessment of current theatre in London

■ House full, returns only  
■ Some seats available  
■ Seats at all prices

Boulevard, Wellers Court, off Peter Street, W1 (071-730 2281 after 2pm). Mon-Sat, 8.15pm, Fri late show. 10.15pm, mat Sat, 8.30pm. 130min. Final week.

**■ BECKET:** Riveting performances from Derek Jacobi and Robert Lindsay in Anouilh's play on the life of St. Thomas Becket. 22 Nov. Henry II, Theatre Royal, Haymarket, SW1 (071-930 6000). Mon-Sat, 7.30pm, mat Wed, Sat, 8.15pm. Final week.

**■ LA BETE:** Bravura performance by Alan Cumming as a strange Modern person, on energy, love and other feelings. Alcott, 22 Nov. The Strand, W1 (081-741 2211). Mon-Sat, 8.15pm, mat Wed, 8.30pm. 120min.

**■ THE COTTON CLUB:** An impression of the Heroin High Society, on energy, love and other feelings. Alcott, 22 Nov. The Strand, W1 (081-741 2211). Mon-Sat, 8.15pm, mat Wed, 8.30pm. 120min.

**■ THE CUTTING:** Intriguing two-handers by Meagan O'Brien between a silent prisoner on a murder rap and a boy who has been cut out of his life. Bush, Shepherds Bush Green, W12 (081-743 3388), Mon-Sat, 8pm, mat Wed, 8.30pm. 120min.

**■ DANCING AT LUGHNASA:** Brian Friel's Award-winning memory play, set in Ulster, opens at the Gielgud, 22 Nov. The Strand, W1 (071-494 5055). Mon-Sat, 8pm, mat Wed, 8.30pm. 150min.

**■ DEATH AND THE MAIDEN:** Julian Stevenison, Michael Byrne, Bill Paterson superb in Arden's *Measure for Measure*. 19 Nov. The Old Vic, London SE1 (071-928 5000). Mon-Sat, 8pm, mat Wed, 8.30pm. 130min.

**■ DANCING WITH GARY:** Sometimes dull look at the last days of a woman married to an anchor nut. Duchess, Catherine Street, WC2 (071-494 5075). Mon-Thurs, 8pm, Fri, Sat, 8pm & 8.30pm. 130min.

**■ FROM JACK TO A KING:** Witty and stylish version of Macbeth's climb to the top, set in the world of rock bands and packed with Sadies songs. 22 Nov. The Old Vic, London SE1 (071-494 5075).

**■ NEW RELEASES**

**CROSS MY HEART** (15). War, visually off French taste of children concealing a mother's death from the authorities. With Sylvie Copere; director, Jacques Faujour. Curzon Phoenix (071-840 9881).

**THE HOUSE OF VERONIQUE** (15). French novel *Veronique* turned into a sumptuous about four girls (one Polish, one French) who seem to share a life. With Ingrid Jacob, Philippe Volter. Curzon Mayfair (071-465 3332).

**■ THE LAST BOY SCOUT** (18). Story of a boy who becomes a troublemaker and is recruited into a cult. With Sam Waterston, Tony Scott. Curzon Soho, 22 Nov. The Strand, W1 (071-326 5000). Mon-Sat, 8pm, mat Wed, 8.30pm. 130min.

**■ SHAKESPEARE'S ROMEY:** Welcome return of the Bard to the stage. 22 Nov. The Old Vic, London SE1 (071-928 5000). Mon-Sat, 8pm, mat Wed, 8.30pm. 130min.

**■ THE MAN IN THE MOON:** (PG). Story of a boy who wants to be a man. With David Hemmings, John Goodman, John Goodman. Curzon Soho (071-326 5010).

**■ MEN OF RESPECT** (18). Macbeth meets the Godfather. With a nicely enough exercise, but a stiff movie. With John Turturro, Katherine Borowitz, director, William Kelly. Curzon Soho (071-326 5010).

**■ SHAKESPEARE'S ROMEY:** (15). French novel *Veronique* turned into a sumptuous about four girls (one Polish, one French) who seem to share a life. With Ingrid Jacob, Philippe Volter. Curzon Mayfair (071-465 3332).

**■ THE SPY WHO LOVED ME:** (18). Story of a boy who wants to be a man. With David Hemmings, John Goodman, John Goodman. Curzon Soho (071-326 5010).

**■ THE WOMAN IN BLACK:** (15). Story of a boy who wants to be a man. With David Hemmings, John Goodman, John Goodman. Curzon Soho (071-326 5010).

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Cinema: Geoff Brown on *Cape Fear*, *Once Upon a Crime*, Yakov Protazanov and the Cardiff International Festival of Animation

# Too much red meat added to a potboiler

**R**umour has it that Martin Scorsese took some serious persuading before he agreed to take charge of *Cape Fear* (18, Empire). Robert De Niro, already cast as the vengeful psychopath Max Cady when this regrettable remake of John D. MacDonald's thriller was due to be directed by Steven Spielberg, donned the character's personally and clothes, appeared on his old chum's doorstep, and refused to leave until Scorsese had agreed. Since Cady in the film bark's bestial remarks in a strong Southern accent, bears ominous tattoos ("Vengeance is Mine"), and gets a large thrill out of rape, poisoning dogs and taking chunks out of ladies' cheeks, Scorsese would seem to have had little choice. "I think he said yes," one studio source commented, "just to get rid of Bobby."

But the director of *Raging Bull* and *GoodFellas* (see feature, below) is not a man to drag his feet. Having signed on the dotted line for what is basically a commercial potboiler, Scorsese let loose all his film-making expertise. The camera swirls and jangles or stands petrified while Cady — the obsessed ex-convict terrorising the family of the lawyer who failed to save him from 14 years in jail — walks straight into the lens. Each editing cut hits us in the solar plexus. To make matters merrier, Bernard Herrmann's score from the original 1962 film was revamped on the soundtrack. The brass spew out goblets from the Last Trump; Psycho-like strings sweep through the images like a sycine.

At first Scorsese infects the story with ironic, jet-black humour. Nick Nolte as the North Carolina defence lawyer Sam Bowden, whose comfortable family gets sucked into a nightmare, first runs across his adversary at a movie house: Cady sits in the row ahead, laughing so insanely that Nolte and brood are forced to decamp.

From then on, Cady never leaves them alone. The family dog is poisoned. Then Bowden's mistress gets raped and bitten. A visibly sagging Robert Mitchum, who appeared as Cady in the first version, pops up as police lieutenant Elgert, bemused by Nolte's predicament. "Well, pardon me all over the place!" he mutters.

**A jaunty genre pastiche has turned into an odious avalanche of vulgar tricks, aimed at the audience whose idea of a good time is to see *The Silence of the Lambs* twice.**

teacher of Bowden's susceptible teenage daughter. Abandoning pyrotechnics, Scorsese keeps his camera still as Cady, wiser than any Garden of Eden serpent, seduces this Eve with flattering words, kisses and a thumb placed inside her mouth.

The scene is electric, thanks in part to sensitive, trembling performance from newcomer Julie Christie Lewis. But it also brings upreality to the fore: the macho-minded, voyeuristic urges lurking inside Scorsese's account of what originally was a straightforward revenge thriller. To the film's

women, Cady glistens with the charm of evil; even Bowden's wife (Jessica Lange) feels a perverse twinge of attraction towards him.

As *Cape Fear* enters the final stretch and Bowden sets a trap to snare his monster, distancing black humour is abandoned. Out come the assault weapons: a strangled with piano wire, beatings, slashings, a face set on fire with petrol. What began as a jaunty, full-blooded genre pastiche has turned into an odious avalanche of vulgar tricks, aimed at the audience whose idea of a good time is to see *The Silence of the Lambs* twice.

**Once Upon a Crime** (PG, Odeon West End), produced by the veteran Dino De Laurentiis, is what James Mason eloquently categorised as "an income tax or alimony type film": the kind of assignment an actor accepts only to meet some pressing financial burden. You can spot the signs during the opening credits. The camera homes in on a foreign location (Rome, though the scene soon changes to Monte Carlo). Names that should never be yoked together flash up regardless on the screen: John Candy, Cybill Shepherd, James Belushi, Sean Young and the Italian beauty Ornella Muti. Finally, the *coup de grâce*: "And George Hamilton as Alfonso".

Sean Young launches the plot by gibbering distraught, down a public phone while a dachshund swathed in a tartan coat waddles nearby. The dog's owner has posted a large reward, which Young, penniless, is eager to claim, along with inveterate gambler Candy and unemployed actor Richard Lewis (a much-feted comedian working hard to impress in his film debut). Once the owner is found chopped up in a suitcase stolen by James Belushi, another gambler married to ice maiden Cybill Shepherd, the bumbling police lurch into action. Every impudent American becomes a suspect.

This plot first saw the light of day some 30 years ago in the Italian film *Crimen*, released here in a terrible, dubbed print as *Killing in Monte Carlo*. The American scriptwriters make only nominal attempts to drag the events into the Nineties; while the novice director Eugene Levy (like Candy and Belushi, a veteran of Chicago's Second City comedy workshops) shows scant regard for pointing up what jokes there are. Cameraman Giuseppe Rotunno, who painted with light for Visconti and Fellini, gives the production an opulent sheen, but he should not have bothered.

**F**or cinematic novelties this week, you must step out side the mainstream avenues. The National Film Theatre has embarked on a two-month retrospective of Yakov Protazanov, a vital force during three decades of Russian cinema, who made his first film in 1909. The opening day, Sunday, of

fered the science-fiction fantasy *Aelita*: an eye-boggling feast of weird street scenes and Constructivist sets, made even tastier by the astonishing live accompaniment by Dennis James and friends on violin, trombone and theremin (a kind of musical burglar alarm which David Robinson wrote about here last Friday). Films yet to be shown include several with Ivan Mosjoukine, a magnetic star with a profile to rival John Barrymore; tonight's film, *Father Sergius*, based on Tolstoy, provides a particularly good showcase.

Over in Cardiff, the six-day International Animation Festival gets under way next Tuesday, presenting some 500 films from 26 countries. Not every new trend in the current cartoon boom can be welcomed: a Japanese film such as *Fist of the North Star* dulls the senses with the blood spouts and bulging muscles of comic-strip heroes. But the festival promises much that is pleasantly inventive, outrageous and rude.

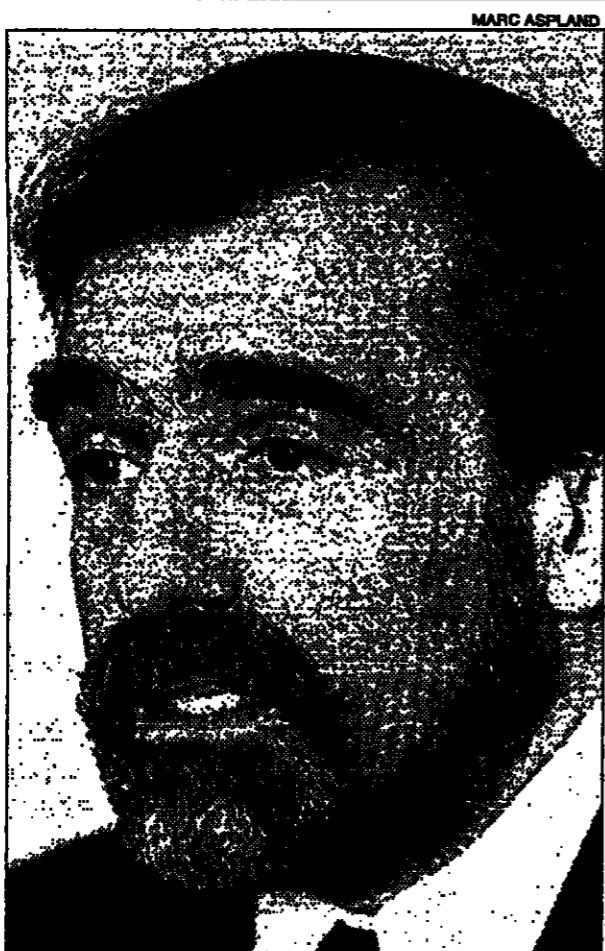
Dazzling new work includes Daniel Greaves' hilarious tale of a pencil sketch harassed by its creator, *Manipulation* (only British film contending for an Oscar this year), and *The Sandman*, a confounding slice of childhood expressionism from a striking new talent, Paul Berry. Move over, Disney. Details from St David's Hall, The Hayes, Cardiff (022-371236).

In the grip of a psychopath: Nick Nolte at the mercy of Robert De Niro in *Cape Fear*

## INTERVIEW

## Inside a native New Yorker

Mary Pat Kelly, whose second book on Martin Scorsese coincides with the release of *Cape Fear*, talks to Clive Davis



Scorsese: "had to sacrifice personal life to career"

herself studied to become a nun, and it was during her time as her convent's resident film buff that she first came across Scorsese's work. Having read an article about his award-winning student film *It's Not Just You, Murray*, she wrote to him asking to see it. He obliged with a print and a letter running to a dozen closely-written pages in which he discussed film techniques and recommended books about cinema. Further letters were exchanged, and a friendship developed.

Kelly has already published one earlier book about Scorsese, which focused on the first decade of his career. The idea for the new work took root in the early Eighties,

when the film-maker's initial attempt to adapt Nikos Kazantzakis's novel *The Last Temptation of Christ* founded after rumblings from fundamentalist groups.

Kelly, who had been carrying out theological research for the project, began to document the various public and private wranglings. She eventually decided to embark on a full-scale study of Scorsese's entire output, including a brief preview of *Cape Fear* (see review, above), released in Britain tomorrow.

The book takes the form of an oral biography, structured around interviews with Scorsese, his colleagues, friends and family. As might be expected, the overall tone

**"BRILLIANT... A TRIUMPH."** MAIL ON SUNDAY

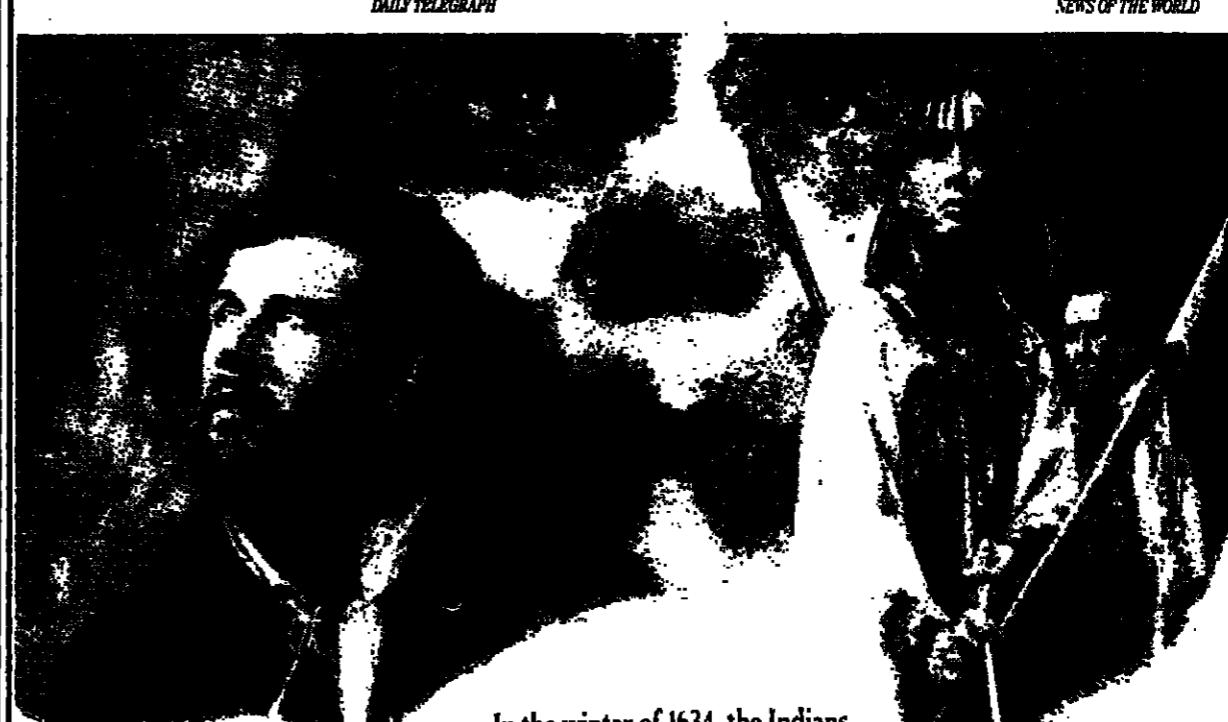
**"Thoroughly compelling."** TIME OUT **"Should not be missed."** DAILY MAIL

**"MAGNIFICENT... forget 'Dances With Wolves', this is the real thing. See it at all costs."** DAILY EXPRESS

**"ENGROSSING... SUPERLATIVE... SOMETHING TO BEHOLD."** OBSERVER

**"POWERFUL... Intelligently written, admirably directed."** BARRY NORMAN, FILM 12

**"MARVELLOUS"** DAILY TELEGRAPH **"A COMPELLING EPIC."** NEWS OF THE WORLD



In the winter of 1634, the Indians made a pact to escort a strange white man on a mission they did not understand. Travelling across 1500 miles of uncharted wilderness became an epic adventure of the heart and spirit, about the extraordinary man they called

# BLACK ROBE.

ALLIANCE COMMUNICATIONS - SAMSON PRODUCTIONS - ROBERT LANTOS - "BLACK ROBE"

LOTHAR BLUTEAU AUGUST SCHELLBERG ADEN YOUNG SANDINE HOLT RANTO CARDINAL PETER JAMES GEORGES DELERUE JACQUE EBERTS

BRUNO MORE DENIS REYNAU BRUNO MOORE STEPHANE RECHIE SUE MILLER BRUCE BERESFORD

In the West End now and AT CINEMAS NATIONWIDE FROM TOMORROW

## ARTS BRIEF

## Thar she blows?

PREPARATIONS for the opening of the West End's newest musical, *Moby Dick*, appear to be floundering, thanks to a bomb scare and Terry Wogan. Previews for the £1.2 million musical, written by Robert Longden and Hereward Kaye, were originally scheduled to begin on February 25. But with the Cameron Mackintosh production requiring more rehearsal time on stage, previews were put back to February 29. Then, that evening's performance was cancelled after a bomb scare had disrupted central London.

On Monday, more rehearsal time was lost when the cast were tied up at the BBC studios all day recording their appearance on *Wogan*. "Cameron felt *Moby Dick* had to be completely ready for the paying public," says a spokeswoman, in explaining why previews finally began last night, more than a week later than planned. *Moby Dick* is now scheduled to open on March 17.

## Pollaxed

THE increasing likelihood that April 9 will be the day of the general election has forced the organisers of the 13th International Festival of Film and Television in the Celtic Countries to postpone this year's event. Instead of being held from April 6 to 10, the festival will now be held from June 28 to July 2 at Carmarthen in Dyfed. The "unanimous feeling" of the festival's organisers was that "to attempt to compete against a general election campaign would be to court disaster".

## Last chance...

A MAGIC trick: fusty old *opera seria* turns into pure charm, intelligence, playfulness, feeling and light. To miss the English National Opera production of Handel's *Xerxes*, originally created by Nicholas Hytner, would be to miss one of the finest things in the current London opera repertory. It needs to be seen and deliciously heard. This time the creatures gracing the Georgian parkland setting are led by Louise Winter and Yvonne Howard, with Noel Davies conducting. The final performance is tomorrow at the Coliseum (071-836 3161).

# Necromancer of the novel

Fernanda Eberstadt hails Hawthorne, scion of a Salem dynasty and chronicler of the morbid heart of New England puritanism

There is a strain of Gothic that runs through mid-19th-century American fiction, an uneasy glancing over the shoulder, an overcautious scrubbing of the hands. Every nation is born in violence, and Gothic — the allegorisation of guilt — was a fit means of making tangible the 19th-century writer's fear that his brand-new, God-given land might in fact be haunted by the blood of ancestral crimes. For the 20th century, the victim is the American Indian and the African slave; for an earlier time, it was the fate of the deviant among the English settlers, whether Quaker or accused witch, that electrified the artist's imagination. No writer has explored this sense of inherited sin more delicately and insinuatingly or with such ambiguous delight as Nathaniel Hawthorne.

In such masterpieces as *The Scarlet Letter* or *The House of the Seven Gables*, as well as in numerous tales of Puritan New England, Hawthorne takes as his subject the diseased unconscious of a tight-laced society. As his disciple Henry James described it: "The laws secretly broken, the impulses secretly felt, the hidden passions, the double lives, the dark corners, the closed rooms, the skeletons in the cupboard and at the feast." In his excellent biography, *Salem is My Dwelling Place*, Edwin Haviland Miller makes us see all the influences of character, inheritance and times that produced this subtlest and most central of American novelists.

Hawthorne's credentials as chronicler of Puritan perversions were nonpareil. Born in Salem, Massachusetts, in 1804, Hawthorne was the only son of four generations of Puritan patriarchs, numbering among his forbears some of the holy terrors of 18th century new England. His great-great-grandfather, Major William Hawthorne, a leader of the Massachusetts Bay Colony, was a magistrate famous for pursuing the guilty "like a bloodhound". His descendant was riveted by the story of how a Quaker woman, on the Major's orders, had been driven through the streets barebreasted, sentenced to thirty lashes, and banished into the forest. Major Hawthorne's son rose to still greater judicial infamy as one of the magistrates in the Salem Witch Trials.

The "cruel bloodstain" left by these titanic ancestors was to become Nathaniel Hawthorne's abiding preoccupation, instilling in him what he ascribed to one character as a "hereditary reverence and awe... mixed up with a never-hated that impelled him to deface and destroy what, at the same time, his deepest impulse was to how before". As Hawthorne later puts it, with pre-Freudian pliancy: "What is the crime? Each son murders his father at a certain age; or does each father

the street, sketching anonymously published tales of incest, parricide, and satanism, and conducting a clandestine romance with the great love of his life, his wife-to-be Sophia Peabody.

Like him, Sophia was the favourite child in a house of neurotic, invalided bluestockings. Miller is adept at conveying the peculiar spiritual atmosphere of early 19th century provincial New England, in which Werther-style melancholy coexisted with commercial bustle, social reform, and the most earnest ethic of self-improvement. The contradictions were exemplified by Hawthorne's sister-in-law, Elizabeth Peabody, an abolitionist who published the Transcendentalist journal *The Dial*, and ran a bookstore in Boston which was a meeting place for intellectuals such as Thoreau and Emerson, while seeming to spend much of her life confined to bed by mysterious vapours and "blue devils".

So obligatory, indeed, is the general neuroticism that we learn that even the Hawthorne family's cat's "nerves are somewhat delicate". In 1850, at the age of 46, Hawthorne burst upon the world with *The Scarlet Letter*, a story of adultery, remorse, and retribution set in Puritan Salem. It is a dark tale rendered with a light touch, and anyone who reads it cannot but notice that its author's own moral verdict is almost impossible to detect. The book created a sensation — one reviewer called it "a story that should not have been told". Hawthorne's earlier tales had won him the admiration of Emerson, Longfellow, Thoreau and the young Herman Melville, whose semi-erotic love-letters to Hawthorne, quoted in this biography, make heady reading. *The Scarlet Letter*, however, made him a household name.

It was followed within the year by *The House of the Seven Gables*, and the year after that by *The Blithedale Romance*, an odd, brilliant book, which satirises Hawthorne's own experiences in the utopian socialist commune Brook farm. Three great novels within three years: with each work, his hand becomes more confident, more sprightly, more idiosyncratic and experimental. What characterises these fictions, besides their preoccupation with "the morbid heart," is a seraphically graceful prose-style, mixing humorous philosophical specula-

try to accomplish the impossibility of murdering his successor?

By Nathaniel's day, both the Hawthorne family and their native town of Salem had fallen into a gender decay. Miller's biography is of a life spent in the shadows. Hawthorne's father, a sea-captain, died in Surinam when his son was not quite four, and the boy grew up, a dependent of his maternal uncles, worshipped by his strong-minded but pathologically reclusive mother and two sisters. Almost shockingly beautiful, Hawthorne learned early to play wifely, and women and men alike loved to spoil him. Writing to his mother at the age of sixteen about the desolation of having to grow up and get a job, he laments: "The happiest days of my life are gone. Why was I not a girl that I might have been pinned all my life to my mother's apron?"

He was depressive, self-mocking, apparently bone-lazy, yet convinced from the start of his own literary genius. In his last thirties Hawthorne was still pinned to the maternal apron, grudgingly supported by the uncles, spying from his attic-window on pretty girls in

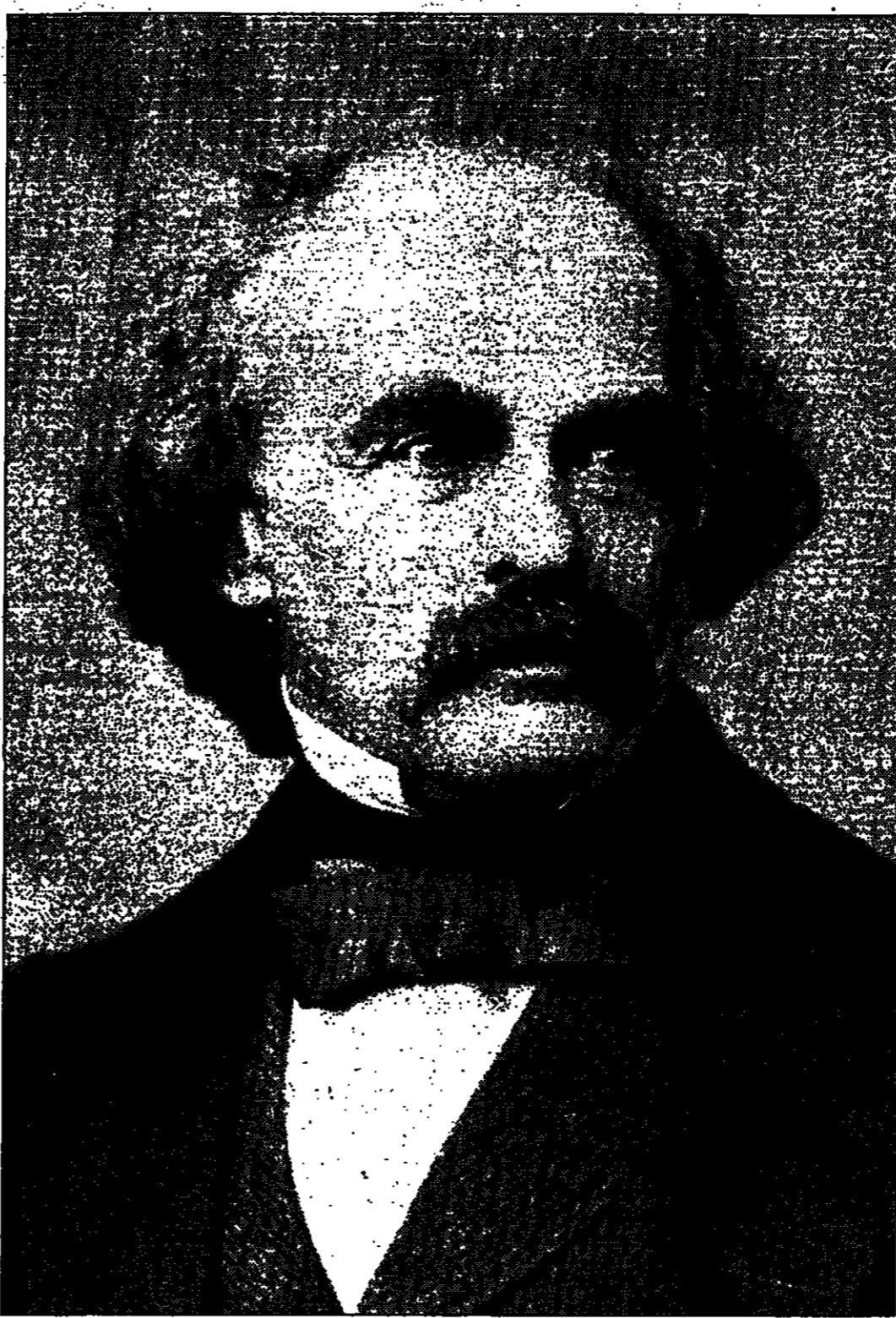
the steam engine's "annihilation" of time and space, with Gothic melodrama, and a relish for life so avid that Hawthorne can transfix us for 30 pages with the domestic troubles of a rooster, two hens, and a chicken.

In 1853, Hawthorne's one sally into public life — a campaign biography of Franklin Pierce, his college buddy and one of the worst ever American presidents —

yielded him in that more blandly corrupt political era the lucrative job of consul in Liverpool. After seven years in Europe, where he met Tennyson, Trollope and the Browns, Hawthorne returned to America and finally succumbed to the "blue devils" that had been his lifelong scourge. He stopped writing, was momentarily cheered up by Civil War fever, and died miserable at the age of 60.

Miller, who takes a psycholo-

gist's approach to his subject, dissects from earlier critics rightly, I believe — in seeing Hawthorne as "neither a theologian nor a moralist but a perhaps uneasy sceptic in matters of religion and art". Miller's Hawthorne is a perverse equivocator, a fascinated voyeur of human bustle and a master-explorer of our hidden dreads, compulsions and desires. As Miller puts it, a Dostoevsky without the faith.



Nathaniel Hawthorne (1804-1864). His sister said "he kept his very existence a secret"

Two novelists: Henry Green and Anthony Powell. Both born in 1905. Both Eton. Both Oxford. Close friends, both achieving major critical acclaim in their own lifetimes. And what now? One living, and lionised (Powell), the other dead, and dormouse (Green).

Powell — he of the jumble-jamming socio-civic doodege *A Dance to the Music of Time* — has become such a grand old man of letters that he has managed to assemble and publish a second vast tome of book reviews at the unspeakable price of £25, even as the first volume languishes unsold on the shelves of the nation's bargain bookshops. And Green? In a casual survey conducted exclusively for this newspaper, eight out of ten people had never heard of him, one thought he was the chap who dreamed up the Proms in the Albert Hall (wrong Henry), and the other thought he used to host *Opportunity Knocks* (wrong Green).

This is the same Henry Green whom John Updike, in his introduction to *Surviving: The Uncollected Writings of Henry Green* describes as "a novelist of such rarity, such marvellous originality, intuition, sensuality, and finish, that every fragment of his work is precious".

It is the same Henry Green whom W. H. Auden considered to be "the finest living English novelist" and whose second novel (*Living*) was described by Christopher Isherwood as "the best proletarian novel ever written"; whose spectacular Blitz-book (*Caught*) moved Rosamond Lehmann to admit "one important exception" to her view in 1946 that "no great war novel" had yet appeared, and whom Randall Stevenson, in his

## Lads that will never be old

Michael Wright

**SURVIVING**  
The Uncollected Writings



By Henry Green  
Chatto & Windus, £18

**UNDER REVIEW**  
Writings on Writers  
1946-1990  
By Anthony Powell  
Hemisphere, £25

exemplary study *The British Novel Since the Thirties* describes as "one of the outstanding writers of the 20th century". (Both novels have just been reissued in paperback by Harvill, price £6.99.)

*Surviving* is a patchwork ragbag of stories, reviews and other fragments. There are fairy stories about giants; a fascinating pair of radio broadcasts in which Green provides sparkling analyses of how the novelist achieves his effects through the subtle handling of dialogue; a quirky TV drama script; a glowing paean to C. M. Doughty's *Arabia Deserta*; a patch of purple prose celebrating Venice; evocations of autumn, the Blitz, a crowded railway station, and so on.

Many of the fragments form small "epiphanies" that recall — in mood and tone, if not in style — James Joyce's *Dubliners*. Here is that same complex of chiselled, deadpan detail, pregnant with symbolism, arrayed like a volcanic crust over the darkening uncertainties that flow beneath — and steep through — the surface. Unlike *Dubliners*, however, Green's fragments are not the product of one early burst of sweat and inspiration; they span his writing career and provide no more than a fascinating codicil — not a skeleton key — to his development.

Far better to begin with the three novels already available in Harvill's splendid paper back reissue, all of them remarkable, recommendable books, fizzing with originality. *Living* (1929) Green's gritty portrayal of factory life, makes the sharpest impression with its spartan prose, its taut sentences shaved of definite arti-

cles, its crunching dialogue. *Caught* (1943) brings a haunting intensity to the depiction of firefighting and frustration before and during the Blitz, where sex seems to count for at least as much as safety. *Loving* (1945) juggles similar themes of suspicion and guilt, love and loyalty, in the topsy-turvy, upstairs-downstairs world of an Irish country house, and strictly prefigures Kazuo Ishiguro's *The Remains of the Day*.

In the past, critics may have scolded readers off Green's work with too much emphasis on its "puzzling opacity" and "obliqueness". This is ridiculous. Green does indeed strike glancing blows at truth, rather than spooning out messages, and his works do hint at a dark undercurrent beneath their surface. But they are not difficult. Green's prose has a dusky glint, like pewter, and his vision is always fresh; ringing and jangling with novelty and resonance. It is for each reader to discern whatever underlying complexity he or she can. But the glittering surface, merely hinting at silent depths, will be reward enough for many.

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The allegorical possibilities are too obvious. The title turns out to refer to more than one kind of proof. There is, too, a suggestion: "Communism means taking the errata out of history. Out of man. Reading proofs." And there is the belief, derived from the Kabbala and a recurrent theme in Steiner's writing, that "the sum total of the evil and miseries of humankind arose when a lazy or incompetent

scribe misheard, took down erroneously, a single letter, one single solitary letter of *Holy Writ*." But the temptation to make much of these multiple resonances — something which could be done well only with a lightness of touch Steiner shows no sign of possessing — is resisted.

The world of the proof-reading communist is a world of words and ideas. Steiner has at last found a fictional subject whose vitality is of the same order as his own. The core of the narrative is a gripping and extended discussion between the proof reader and a radical priest. The two men consider the suffering inflicted

throughout history in the name of socialism and of the churches; they debate the merits and the evils of capitalist popular culture; they compare Marxism and Judaism. No conclusions are reached, but what emerges is a conviction that against the horrors perpetuated in the name of belief there has to be balanced the unimaginable bleakness of a world with no belief at all.

This has always been a central strand in Steiner's thinking. Twenty years ago he wrote of the difficulty of formulating any theory of culture "in the absence of a dogma or genuinely felt metaphoric imperative of progress and perfectibility". More recently, in *Real Presences* (1989) he has emphasised that proof is not everything; man must have some sort of faith, a belief in truths which can only be taken on trust.

"Proofs" is a more dispassionate — but no less moving — restatement of that idea. A wry description of the conflict (without victory) between possible systems of belief, it ends with a gesture of what looks like hope — futile, perhaps, but no less necessary for that.

The "professor", his eyes irreparably damaged, "comes home"; he applies, defiant in the face of all the evidence, to rejoin a communist party everyone else is rushing to leave. If his vision is ever restored, he could do worse than seek employment with Faber and Faber. Someone there — though this may be Steiner's idea of a joke — does not know how to spell minuscule.

George Steiner entertains us about the nature of his subject as a critic and cultural commentator. Questions others might treat with scholarly disinterest, he takes personally. Fiction might seem the logical extension of a critical project that has always made of commentary an intensely creative, almost confessional act. Steiner excels at speculation and is fascinated by the idea — at once liberating and terrifying — that we can say or think or write *anything* about *anything*. Yet in fiction, where at least some of the speculation has to be directed into the creation of a believable world, where who says what about what is important, his usual passion seems oddly constrained.

The three short parables in this new collection — his first fiction for ten years — avoid the problems of extended narrative altogether. They are riddles, parodic invitations to critical exegesis: once the subject and the narrating voice have been identified from clues archly scattered through the text, there is little left to hold the interest.

"Proofs", however, is the first and longest piece in this volume, is Steiner at his best. Its subject is the significance of the demise of communism for socialism in the West. Its protagonist is a meticulous Italian proof reader. A member of a communist splinter group, addressed by his comrades, only half-jokingly, as "Professor" (Steiner leaves him nameless), he is faced with twin crises. The rejection by eastern Europe of the beliefs to which he has devoted his life coincides with the realisation that his sight has deteriorated to the point where he can no longer do the job he loves.

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## Women take a liberty

Charlotte Lennox-Boyd

LADY SOPHIA STERNHEIM

By Sophie von La Roche

MARY AND MARIA

By Mary Wollstonecraft

MATILDA

By Mary Shelley

CASSANDRA

# A republic of sound and fury

Thomas Pakenham, historian of Africa, on Nelson Mandela's new South Africa

**P**redicting the future of South Africa is like choosing to step on a banana skin. Only a decade ago, two of the most respected and industrial American historians of Africa, Lewis Gann and Peter Duignan, stalwarts of the nonsense Right, pronounced that the pariah state of South Africa would be alive and flourishing far into the 21st century.

Diligently they projected the trends of those Cold War years: lip-service for boycotts and sanctions by the United States and other governments of the free world,

because no one cared enough to pay the economic price of making sanctions work; bungled Russian and Cuban military support for the black guerrillas in Angola and Mozambique and the other front-line states; military support that was politically counter-productive. Their conclusion was that nothing could challenge the Afrikaners' claim that their state was the military super-power of the region, and that the talk of the ANC's mounting an armed revolution within South Africa was no more than the pipe-dream of some old men on Robben Island.

What has occurred to make Gann and Duignan's confident predictions so ludicrously wide of the mark? As a veteran writer on Africa, and former director of the crusading Africa Bureau, Guy Arnold is in an excellent position to answer the question. His latest book, *Across the Rubicon*, documents in fascinating detail the collapse of Afrikanerdom.

The second wind of change in southern Africa started to blow in the early Eighties, precipitated by a threat to the economy. After decades of obedient egg-laying, the golden goose of apartheid began to fail its master. It was not just the crazy distortions to the market that the system created —

the overpromotion of whites and the undereducation of blacks — as well as the chronic instability modified by periodic revolts. After a century of industrialisation, South Africa, economic giant of the continent, enjoyed a GDP three times the size of Portugal's. Yet it still remained as vulnerable to the caprices of the world commodity market as any Third World cocoa republic. The reason was that gold was still the mainstay of exports and earned over half of all its foreign exchange. In the thirty years after South Africa left the Commonwealth, gold rose

from a handful of dollars to \$800 an ounce. Then, in the early Eighties it fell to below \$400 — where it has languished more or less ever since.

To compound the economic crisis, the government of P. W. Botha found its resources drained by the war in Angola, but recklessly increased

spending on defence, to meet an imaginary Russian attack from Mozambique.

It was in this context that the much-derided crusade in the West against apartheid — led by Archbishop Huddleston in England, and by radicals and blacks on the campuses of America — suddenly acquired a decisive momentum. South Africa was at the mercy of disinvestment by international banks and multi-national conglomerates. Their state in South Africa brought them only marginal profit. Why should they defy a boycott even by their least important customers at home?

By 1989 the Cold War was beginning to evaporate, and the Russians seized their chance to extricate themselves from the African swamps. The American State Department belatedly chose to intervene. Fortunately the collapse of the Soviet Union was delayed long enough for the Russians to be able to drive a good bargain. They

would remove themselves and the Cubans, and agree not to supply military aid to the front-line states or the ANC guerrillas. In return the Americans would persuade the South Africans to stop promoting civil war in Angola and Mozambique, to give Namibia its freedom and — most important of all — to make a new start with democracy in South Africa.

The stage was now set for the astounding speech delivered by the new South African President, F. W. de Klerk, on February 2 1990, and the release of Mandela nine days later. In his speech, de Klerk pronounced the end of three centuries of white supremacy in the south of the continent (institutionalised for the last 44 years in the shape of apartheid)

and the birth of what he called "the new South Africa". What form this will take still battles most South Africans more than two years later. The border war is over. But the peace talks have hardly begun.

To understand the complexities involved, from the options in constitution-making to the nuances of communal land tenure, no one could have a better guide than Stephen Mallaby's book, *After Apartheid*. At 27, Mallaby is a seasoned African hand, *The Economist's* Africa correspondent, no bleeding-heart liberal but sensitive and sensible. He knows a lot about what has gone wrong in other parts of Africa since independence.

He puts his experience to excellent use. Who would not sympathise with a white South African recoiling at the precedents set by Nigeria in corruption, Uganda in tyranny, and Tanzania in sheer dotty incompetence?

**M**allaby's basic conclusion, which must be surely correct, is that, despite the alarming divisions in the white community, and the talk of civil war, the changes in South Africa are now fortunately irreversible. Within a year or two, an interim government, a Nationalist/ANC coalition, still dominated by Afrikaners, is expected to take its seat in Pretoria. But they will have a stony road ahead, and a labour of Hercules

to make a new constitution, and make it work better than any of Africa's other new constitutions. This means reconciling black aspirations with the need to face economic realities — and the need to make black and white nationalism bed down together in the same corner of the continent.

Archbishop Trevor Huddleston, like Nelson Mandela, is one of the survivors from the heroic era of the struggle against apartheid. He was withdrawn from South Africa by his religious superiors in 1956. This short book is an account of his return to South Africa in 1991. He writes with a fervour that is entirely appropriate. Perhaps no white man, except Alan Paton, has done more to expose the suffering and humiliation and waste that

apartheid entailed for ordinary Africans. His masterpiece, *Naught for Your Comfort*, has passed into history. Now, in this moving sequel, he sets out his own agenda for peace and justice.

The book is charged equally with hope and foreboding. If President de Klerk can be kept up to the mark... if the ANC can avoid the corruption of power and the "enticements of western capitalism masquerading as democracy"; only then will Johannesburg become the new Jerusalem, and its people be "led in... at the golden gate of true fulfilment, peace and liberty".

Thomas Pakenham is the author of *The Scramble for Africa, 1876-1912* (Weidenfeld and Nicolson, 1991)



Nelson Mandela, aged patriarch of the African National Congress, grasps the hands of South Africa's successor generation. Is he a statesman or a totem?

## Mack the nice guy

Tania Glyde

LOVING BRECHT



By Elaine Feinstein

Hutchinson, £13.99

FAUSTINE

By Emma Tennant

Faber, £13.99

In *Loving Brecht*, an extraordinarily moving exploration of the way women give themselves without knowing why, the poet, translator and playwright Elaine Feinstein has created Frieda Bloom, a Berlin cabaret singer, and inserted her, with total confidence, into the world of Bertolt Brecht, Lotte Lenya and the *Threepenny Opera*.

Frieda's tragic childhood is described in spare, brilliant prose. She has had to be tough to survive, and yet, even as she grows older and discovers her singing talent, she always sees others as stronger than her. Meeting the young Brecht changes her life, but she does not realise until it is too late how she has fallen under his spell. His effect on the women in his life, how he passes their work off as his own, leaves them pregnant and utterly manipulates them, is painful to read.

Without a moment's self-consciousness or deflection from Frieda's story, *Loving Brecht* discusses the notion of the (always male) "genius", and the hideous self-destructive gratefulness of those that exist around him.

party. Almost disentangling herself from Brecht she marries a fragile Russian writer ("I didn't think he was a genius") and flees with a dream to Moscow.

The years spin along and life gets worse. She loses first her husband then her lover to the regime and flees, with Brecht's entourage, to America. In the States she finds true love, but is again forced to run to London when the McCarthy trials begin. Brecht, needless to say, has skated richly through life, committing himself to nothing.

Love's many forms aside, Feinstein's excellent novel portrays a world of fear (in both war and peace-time) that few younger readers will truly understand. We should be grateful for that, perhaps.

Emma Tennant's *Faustine* is about a fear which is still prevalent — the fear of ageing. Muriel Twyman, forty-eight and a grandmother, survives with a low-paid monotonous job and shares a house with her daughter and baby granddaughter.

One day a strange-looking TV salesman invited Muriel to sell her soul after display-

ing her twenty-four year old face on every screen in his shop. Rising to fame and power out of her poor, crowded life, she becomes the ravishing mistress of the world.

Our society still worships youth in women and despises the signs of age. Muriel's dash for prominence is as understandable as Faust's. But Tennant tells the story from the point of view of Ella, Muriel's grandchild, now grown up and come to England to look for her.

Tennant is known for taking old themes (Eve and Hyde; Adam and Eve) and successfully reworking them, giving women the major roles. Perhaps *Faustine* should have been longer. But the book would certainly have been better without its final chapter, a throwaway explanation in the Devil's own words. There is quite enough irony already without this. *Faustine* preaches that a woman wanting youth (and therefore power) is destructive not only of herself but of others. Which sounds like God's arguments, not just like the Devil's.

## Seriously sexy stuff

Nicola Murphy

THREE EVENINGS  
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DEATH OF A DOCTOR  
and other stories

By Elspeth Davie

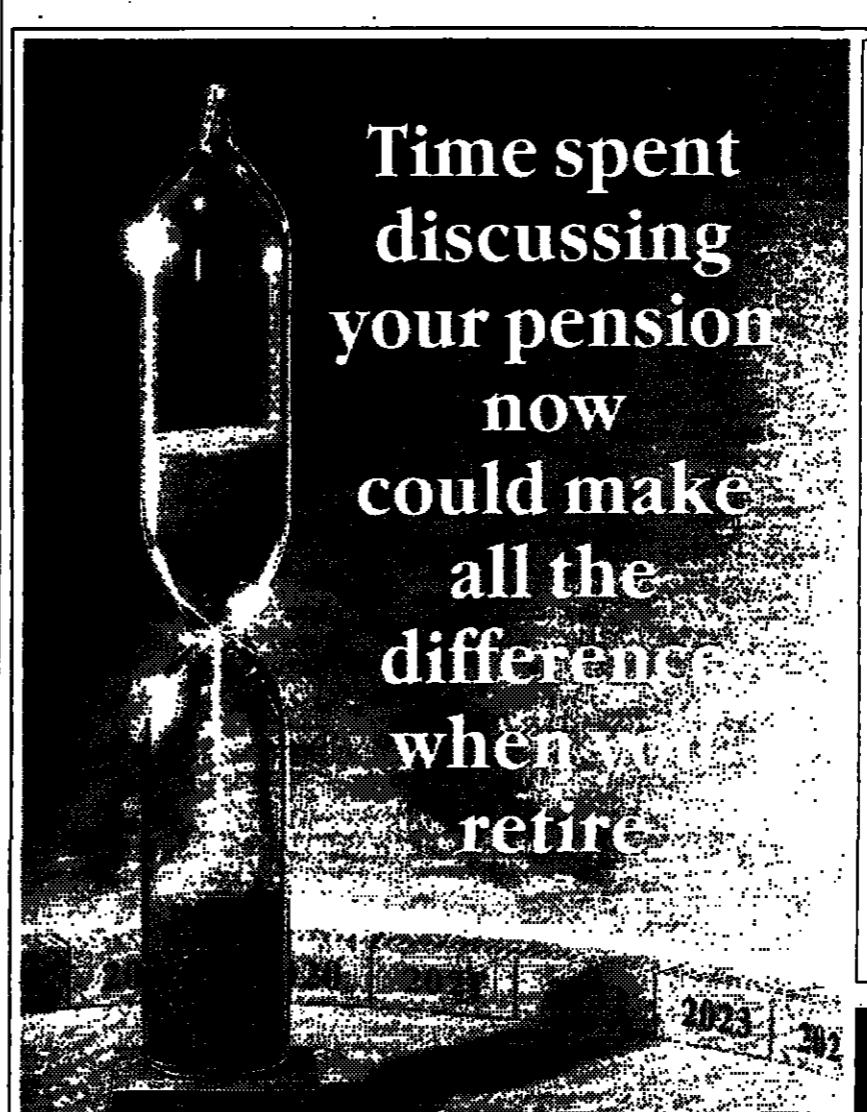
Sinclair Stevenson, £13.95

with a hesitant woman whose false trust in him is engendered by a case of mistaken identity; he is then chilled to find himself used. In another, a charity volunteer, ashamed of his dislike for a sullen junkie, flushed by his attraction to her, heatedly resents the manipulation which leads him to break in-house rules.

In these fables of sensitive young men grappling with their involuntary reactions to women, Lasdun's touch is deft. When it comes to his chorus-line of young female

faceless pin-ups, however, he is left groping, his authorial inexperience exposed. Nor can he really handle older women. With bold and inventive strokes, Lasdun creates a classic who feels professionally compromised by her low-key sexual fantasies and a lonely mother tempted by rage when her beloved casual son abuses a loved possession. But, overexacted by the dullness of their lives, he underlines their repression with sensuous language to a degree which jars, which marks the author, by default, as patronising.

By contrast Elspeth Davie never fails to satisfy. While Lasdun revels in his characters' confessions, Davie paints their silences. The frustrations, fears and hopes that the doctor has died. This is writing that's genuinely thrilling. Lasdun, sometimes titillating, has yet to learn that less can be much, much more.



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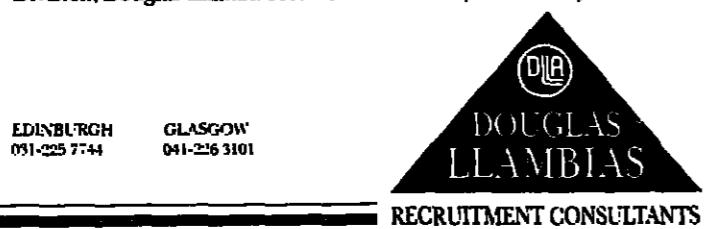
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## Analyst Programmers to Team Leaders

### CAPITAL MARKETS... RELATIONAL DATABASE... STRUCTURED SYSTEMS DEVELOPMENT...

If you're skilled in one or more of these areas, an investment bank has an exceptional proposition...

To £35K + benefits - London

Our client is the Capital Markets Division of a major international investment bank - a consistently profitable player in a number of niche markets. In their strategy of ongoing investment in progressive systems architecture, they have embarked on the bespoke development of Capital Markets Trading and Settlements systems. This planned addition of further applications will cover treasury derivatives, bonds, equities and equity derivatives for both the front and back office environments.

Now is the time when further strength must be added to the development group. This is split into small teams and demands individuals prepared to take early responsibility for a sizeable and visible part of the overall project and take it from analysis and user agreement through specification and coding to final implementation using "state of the art" technology.

From Analyst Programmer to Team Leader level, the need is for graduates with at least a two year track record of systems delivery and specific skills in one or more of these areas:

#### ■ Development in a structured methodology environment

■ Capital Markets Systems  
■ Relational Database  
Ideally, but not necessarily, from an investment banking or management consultancy/ software house environment, you will need a pragmatic approach and the ability to work shoulder to shoulder with the business. Your leadership qualities will be tested at every level through rapidly added responsibility, and there are real options for a move into the business/trading side.

Salaries offered will be dependent on track record but our client is prepared to invest in the best. They come with a bonus package based on merit and profit, together with non-contributory pension and health insurance.

If you're certain you have what it takes to capitalise on these outstanding opportunities, please call our consultant Steve Clayton on 071-253 7172 during office hours or on 0860 666760 evenings and weekends. Alternatively, send your cv, quoting ref 469, to him at JM Management Services Limited, Chandos House, 12-14 Berry Street, London EC1V 0AQ. Fax 071-253 0420.

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## Human Resource Manager Jeddah Saudi Arabia

### Food Industry

Recognised in Saudi Arabia as a leader in its industrial sector, our client has reached this position by employing the most sophisticated management techniques and practices within all of its functions. Now poised for further growth by acquisition and start up, their clear objective is to be a leader of their industry throughout the Middle East.

Key to the company's commitment to growth is the development, implementation and maintenance of modern HR practices within all of its current and future operations. To achieve this the company now wishes to appoint a senior HR Manager to join their largely Saudi and UK management team.

The post will be suitable for candidates with more than ten years' experience in HR some of which, at least, must have been gained with large organisations respected for the quality of their management techniques and training.

up to £45,000 tax free

A 'personnel all rounder' with a broad array of skills, you must have highly developed written and oral communication abilities, be particularly articulate and conversant with modern HR practices. A degree and further qualification or ILM membership is anticipated.

The married status post will be for an initial contract period of two years but our client's clear intent in building a management team is for longer term appointment. Experienced in employing UK management, the company has developed a comprehensive remuneration and benefits package including high tax free salary, annual management bonus, high quality accommodation, car, medical and educational allowances and fare paid home leaves.

For consideration please send your resume to Andrew Goobey at Moxon Dolphin Kerby Ltd, 178-202 Great Portland Street, London WIN 6JJ. Telephone: 071-631 4411, Fax: 071-636 5592.

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is a new company created by 2 businessmen with 3 successful start-ups behind them, who have identified a niche market of world-wide potential. They are massively backed by the most substantial of financial institutions. My clients now wish to appoint an International Training Manager, whose prime tasks will be to train a world-wide network of national distributors to demonstrate and sell the product and to train corporate training departments to deliver it.

Key words for this appointment are worldly, resourceful, resilient, self-reliant, flexible and personable. Language skills (fluency in English and near-fluency in two major European languages) must be backed by multi-cultural and non-xenophobic attitudes. He or she will probably be a graduate and will certainly be an excellent communicator. Experience in training trainers would be useful, but a selling background might suit. Extensive travel necessary. Non-smoker. Age probably 28-35.

Salary negotiable to £35K.  
Fully expensed car. Usual benefit package will be introduced.

Please write, with relevant information, salary history and preferred languages for interview, to the consultant to the Board: David Mackintosh, Mackintosh Enterprises, 7 Dower Park, Windsor, Berks SL4 8BQ quoting Ref: DM/127.

M

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## Assistant Director - Personnel, Training and Quality

Salary range £26,000 to £28,000 plus benefits

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At the vanguard of these developments is an emerging Human Resource function dedicated to creating an environment which provides goal achievement and career development. As Assistant Director you will play a major role in the direction and motivation of a significant team, responsible for all aspects of personnel.

Candidates should write with career details, in complete confidence, to our advising consultant, Terry Toms at Executive Network Consultants Ltd, 125 High Holborn, London WC1V 6QA. Tel: 071-242 2010. Fax: 071-438 2587.

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## East Anglia

c.£50,000 + benefits

**General Manager****A challenging opportunity for an exceptional individual to move into Cable Television**

Our client is a key service provider in the fast developing area of cable television. Backed by the commitment and resources of a major international corporation, they have seized the opportunity created by recent telecommunications deregulation in the UK. Founded just two years ago, growth has been rapid, with significant future potential. Currently focusing on market penetration, their future success will be achieved through outstanding levels of customer service.

They now seek a General Manager, reporting to the Director of Operations, to take responsibility for one of their systems in East Anglia. You will be responsible for Sales, Marketing, Customer Service and Technical Support, initiating and managing the implementation of programmes to achieve challenging growth objectives.

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The roles are demanding. Working as the effective link between the Sales Account team and the Development groups, you will use your technical knowledge, persuasive communications skills and tenacity to translate customer requirements into action and reality.

To succeed in these high profile roles, you will be a graduate with at least five years' experience in a digital switching environment, with in-depth technical knowledge of switching hardware or software applications. In addition, you will demonstrate a thorough understanding of the UK market in terms of commercial issues and technology.

For further information, send or fax your CV to our advising consultants Goodman Graham & Associates, quoting the appropriate reference number, at 8 Beaumont Gate, Shenley Hill, Radlett, Herts WD7 7AR. Tel: 0923 855515. Fax: 0923 854791.

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Your key focus will be on advanced voice processing systems and application software to address the business communications market. In particular:

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**PABX**

Your key focus will be on core PABX features and services. In particular:

- Networking
- ISDN

Ref: 1342

**National Accounts Manager**  
**Automotive Aftermarket****... a true business development role****MIDLANDS/NORTH OF ENGLAND : To £30,000 + 2 litre car**

Our client - a member of a multi national group - is a market leader in a vibrant, fast moving sector of the UK automotive aftermarket. This new appointment arises from a major initiative designed to substantially increase the company's overall market penetration.

You will be given total responsibility for this key segment of the UK market. The challenge will be to provide the highest standards of service to existing accounts whilst actively developing further prospective business opportunities in this highly competitive environment.

Probably in your 30s and educated to degree level you will have significant experience of the

national accounts role preferably in varying product areas of the total FMCG sector. Management ability, a high degree of commercial acumen and self motivation are the essential personal qualities. A second European language will be an advantage.

Salary - to include an element of bonus - as indicated: the comprehensive benefits package includes assistance with relocation expenses, where appropriate. Promotional prospects are excellent.

Please write in confidence - to A L Brown, Ref: 62217, MSL Group Limited, Ebor Court, Westgate, Leeds LS1 4ND.

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**STRATEGY CONSULTANTS**

If you have already enjoyed significant success in a general management or business development role and are looking for new challenges, our Strategy Division is keen to hear from you. Candidates are likely to be in their thirties with a good first degree in science or engineering and probably an MBA. Your business career should have included, for example, experience of the management of R&D, the development of marketing strategies and the creation and management of new ventures.

**RESEARCH ANALYSTS**

We are also recruiting additional research staff to support the work of the Strategy Division. Candidates must have a good first degree in science, together with fluency in German and one other European language. Prior experience of this kind of work and excellent communications skills are essential.

The Technology Partnership is a young and vigorous technology based consulting company, working for leading industrial corporations in Europe, North America and Japan, both as an adviser on issues such as diversification and R&D strategy and on the development of innovative products.

The level of reward and benefits offered will not be a problem for the right people. If you can meet the challenge, then send your CV to Ms Kim Nicholson, at:

THE TECHNOLOGY PARTNERSHIP LTD, Melbourn Science Park, Cambridge Road, Melbourn, Royston, Herts SG8 6EE.

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## London

**Excellent package + benefits****Retail Divisional Director****Lead the growth of a Retail Revolution**

PC World is an entirely new concept in UK retailing. Launched in 1991 as UK's first Computer Superstore selling PCs and related products, we are key to the business strategy of our parent Vision Technology Group. This highly visible initiative has further strengthened Vision Technology's premier position as Europe's largest computer mail order supplier.

We are now poised to repeat this high profile and successful breakthrough in retailing with plans to open three additional Superstores in London by year end, and require an exceptional individual to make this happen. Reporting to the Chairman, you will head up PC World's management team, covering store operations, marketing, merchandising, technical services and store development. Your primary brief will be to lead the rapid rollout of these key outlets, and put in place the people, logistics and information systems to manage the

**PCWORLD**  
THE COMPUTER SUPERSTORE

day to day business operation. You will play a major role in developing the longer term strategic plan, and will have prime responsibility for its implementation.

This is an enormous challenge. The right individual must have a successful track record managing a multi-site high volume and high value retail operation. This will have included hands-on experience of retail logistics and retail information systems, and ideally experience of rolling out a retail chain. Knowledge of PCs and peripherals would be useful, but is not essential. You will also need strong planning and organisational expertise and thrive in an entrepreneurial and high pressure environment.

This is a rare opportunity in the current climate. To apply, contact our advising consultants Goodman Graham & Associates, at the address below, quoting reference number 4100.

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AND ASSOCIATES

8 Beaumont Gate, Shenley Hill, Radlett, Herts WD7 7AR.

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You must have:

- Hands-on Consultancy experience with a leading Management Consultancy, Software House or Hardware Manufacturer.
- A deep understanding of the business decision making process for I.T.
- The ability to present technical solutions at the most senior levels.
- A commitment to the highest standards.
- Proven account and resource management skills.

**ORACLE**

As a self-starter, you will provide a key link between Oracle and these significant business partners. This is a truly unique opportunity to influence the development of a dynamic international business and to build your own personal reputation.

We are determined to recruit the best and offer realistic on target earnings of £70,000 including a basic salary in excess of £30,000pa. Benefits include a car, private health cover, stock purchase plan and pension scheme.

For an initial confidential discussion, please telephone today, Sunday, on 081-993 3082 between 4 and 6pm.

Alternatively please post or fax your c.v. to our advising consultants, Goodman Graham & Associates, 8 Beaumont Gate, Shenley Hill, Radlett, Herts WD7 7AR. Tel: 0923 855515. Fax: 0923 854791. Please quote ref: 3900.

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**Executive Search and Selection****Outstanding opportunities to use your experience in a dynamic environment**

Goodman Graham is the UK's premier consultancy focusing on resourcing in IT, telecommunications and related sectors. Working in partnership with senior client executives at both major blue chip corporations and fast growth, niche specialists, we conduct assignments ranging from top management executive search to middle management and specialist selection across all functions. We are in the process of developing what we believe is a unique firm, committed to providing outstanding service to our clients, and creating an exceptional environment for our people.

We are looking for outstanding individuals to join us as consultants. In order to maintain and enhance the quality of the firm we are highly selective: you should be a graduate, aged mid 20's to early 30's, with a sound understanding of the key issues facing the industry sectors we serve; essential attributes

include strength in problem solving; enthusiasm for teamwork; highly effective communications skills; a demonstrated ability to build client relationships, and the ability to get things done in an unstructured environment. A knowledge of a second European language is highly desirable.

We offer in return an exceptional opportunity: consultants are given real responsibility early on, and are soon working with client executives at different levels across a range of organisations. Compensation packages reflect the importance of the role and prospects for career advancement are limited only by your ability. We pay significant attention to training, feedback and personal development, and offer increasing opportunities to work across Europe.

If you are interested in this opportunity send or fax your CV to Abigail Risidore, Director at the address below, quoting reference AR2.

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AND ASSOCIATES

8 Beaumont Gate, Shenley Hill, Radlett, Herts WD7 7AR.

Telephone: 0923 855515. Fax: 0923 854791

**AUTOMOTIVE**  
**RESEARCHER /**  
**ANALYST**

The Motor Industry Research Unit is seeking an analyst to augment its consultancy team. Detailed knowledge of powertrains and commercial vehicles would be an advantage.

Salary commensurate with experience

Please forward your letter of application and curriculum vitae to:

Jonathan Storey, Project Manager,  
Motor Industry Research Unit Ltd,  
2 Dove Street, Norwich, NR2 1DE

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59 Devonshire Street, London W1N 1LT

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# Managing Director

## Offshore Engineering

c.£45,000 + Bonus + Car

Key business development and general management role to lead and expand the offshore engineering activities of this well regarded, privately owned British group.

### THE ORGANISATION

- Subsidiary of long established and highly profitable group.
- Provides offshore engineering design service to oil industry.
- Turnover c.£5m, staff of 100. Blue chip client base, reputation for quality, looking to grow substantially its area of operations.

### THE POSITION

- Take full responsibility for the leadership and profitable growth of the company.
- Key task to raise the market profile, identify and develop new business opportunities, and build revenue base.

Aberdeen

- Brief to bring added value to their range of services.

### QUALIFICATIONS

- Aged 35-45 with engineering degree. Thorough understanding of offshore contracting industry. Relevant contacts with key oil company players/decision makers.
- Demonstrable track record in business development in a technical environment. Strong general management skills. Previous P & L experience desirable.
- Commercially aware, resourceful, with confidence and gravitas. Ability to operate at senior levels.

Please write, enclosing full cv. Ref RL0744  
24 Carden Place, Aberdeen, AB1 1UQ



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# National Account Managers

## Consumer Electronics

c.£40,000 Package + Car

New consumer business requires two exceptional professionals to win, manage and develop major accounts with High Street multiples.

### THE COMPANY

- Well established market leader in business to business sales. Multi-million pound investment programme.
- Targeting rapid growth in UK consumer marketplace.
- Dynamic culture, committed to quality.

### THE POSITION

- Full responsibility for the negotiation, signing and development of key retail national accounts.
- Agree pricing, plan and manage field support and merchandising.

Southern England

- Forecast business. Monitor accounts' performance. Report to National Sales manager.
- Qualifications
- Demonstrable success in key account winning and development. Ideally, experience of consumer facing multiples.
- Consumer electronics expertise an advantage. Aged 28-40, graduate calibre, blue chip background.
- Top class communication and presentation skills. Strong negotiator and account manager. Flexible, hands-on, committed and energetic.

Please write, enclosing full cv. Ref SL0965  
7 Shaftesbury Court, Chalvey Park,  
Slough, SL1 2ER



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An ambitious, qualified accountant with highly developed business acumen, you will have experience of influencing commercial change at a senior level, through the

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To find out more about this unique opportunity and the excellent benefits package on offer, telephone our Consultant, Caroline Richings on 0276 51410 (office hours) or 081 691 2585 (evenings/weekends). Alternatively write to her at Austin Knight Recruitment, Knightway House, Park Street, London Road, Bagshot, Surrey, GU19 5AQ. Please quote reference YS820.

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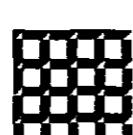
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You will be an accomplished marketing professional with good analytical and numerical skills. An ability to think strategically and creatively should be supported by the drive and personality to achieve your objectives in a highly competitive market place. This must be demonstrated by a proven track record of senior management responsibility, ideally gained within a profitable service industry. Experience and knowledge of the meetings industry will be a distinct advantage.

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T&N

# Group Health, Safety & Environmental Advisor

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- £1.5bn turnover, 40,000 employees worldwide.

- Committed to health and safety, safe products, the environment.

### THE POSITION

- Develop group H&S and environmental policy and procedures. Report to Director-Personnel.

- Provide guidance on all legislation to operating companies.

Please write, enclosing full cv. Ref ML0858  
Courthill House, Water Lane, Winslow,  
Cheshire, SK9 5AP



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# BCP GROUP MANAGING DIRECTOR

Midlands or Northern Home Counties

£60,000 + performance bonus & share options

Betterware Consumer Products Plc is one of the fastest growing public companies in Britain. The main contributor to our performance has been the Direct Selling business. The Group Chief Executive now needs to focus most of his attention on this core business particularly following the decision to commence international expansion through the opening of a French subsidiary. It has therefore been decided to appoint a Group Managing Director of the other Betterware Companies. The new grouping, with turnover in excess of £12m, which will be known as Betterware Investment Holdings, will include a broad range of profitable companies including a manufacturer of branded plastic garden and household products, a specialist textile company, a chain of coffee shops, a coffee and tea maker importer and two specialist retailers. Reporting to the Chief Executive who will chair the new group, the appointee will put in place the strategy for reorganisation and will have operating responsibility to work with the respective company Managing Directors to maximise the growth of their businesses consistent with profit objectives. The successful applicant (who must be aged between 38-50) is likely to have had a varied career within the manufacture and retailing of consumer products and a record of both running and growing successful businesses, and exposure to the City and corporate finance transactions is essential. The Betterware Board sets very high performance standards and we seek a profit-oriented individual who will relish the opportunity to run their own operation.

Please write in confidence to the Group Chief Executive at Betterware Consumer Products Plc, Permanent House, 17 Exchange Road, Watford, Herts. WD1 7ER with a C.V. which clearly illustrates your capacity to tackle this job.

Excellent Salary +  
Car + Benefits

## Director of Product Management

Worldwide Telecommunications Services

Few organisations have the necessary resources to match the unabated demand for Global Communication Services. With offices throughout the world and a global network carrying billions of messages annually, our client can justifiably claim to be one such organisation, supplying DP and telecommunications services to the world's market.

This challenging position is a key to maintaining and enhancing our strong telecommunications product range, thus carrying it into the next decade. The future competition demands strong professionalism in open structure networking. You will be responsible for this.

Successful candidates should be:

- Aged between 35 and 45 years

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- Possess outstanding technical acumen
- Have strong management and presentation skills
- Be fully knowledgeable of the X25; Frame-Relay; Voice; X400 technologies' applications and products
- Have in-depth knowledge of the role of telecommunications in business environments
- Possess a related engineering degree, 2:1 or above

For further details please send your CV quoting reference no. 92/ME to: TCS Confidential Reply Service, 35 Garway Road, London W2 4QF.

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The companies sell and carry out a range of professional recruitment services including executive search, advertising selection and file search. This group is notable for its total commitment to quality service and to training and developing its Recruitment Consultants.

The group continues to pursue an aggressive acquisition and organic growth strategy and as a result key management opportunities exist for individuals with:

- An excellent track record in recruitment, preferably search & selection
- Excellent man-management experience
- Aged ideally 28-45 years
- Degree standard education

The successful applicants will join an established management team and will work within a highly successful and progressive organisation.

In return we offer high basic salaries, an excellent bonus scheme, company pension, free health and life cover and quality car.

To apply in total confidence, please telephone Helen Styliou, HM Consultants, today and evenings on 071 603 0696 or during office hours on 071 833 2272. Alternatively please write to HM Consultants, 170 Barnsbury Road, London N1 0ER.



## Senior Business Systems Analysts

Chesterfield  
up to £27k + car  
+ benefits

Applicants should be educated to degree level, with extensive large scale project management experience and a thorough knowledge of structured analysis methods. The ability to motivate staff and liaise effectively at all levels is essential for success in this high profile position. This is an outstanding opportunity to progress your career and to make a considerable contribution to the Royal Mail's long term IT objectives. In return we offer an excellent remuneration and benefits package, commensurate with a large company.

To apply, please send a detailed CV with work/home telephone numbers, quoting Ref: 02/326, to our recruitment consultants,

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### East Midlands Up to £40,000 + Car Export Sales Manager

Our client is a profitable, strongly growing merchant converter. The company sells mainly elastomeric speciality fabrics to the highly fashion-conscious ladies' swim, leisure and fashionwear markets in Europe. Its further growth now needs an Export Sales Manager who will report to the directors, further develop penetration of existing markets and open others further afield.

The business has been built on ideas, creativity and service, and is conducted via a network of independent agents whose continued motivation and dedication are basic requirements.

The successful candidate will therefore be a determined export professional happy to spend up to 6 months each year overseas.

Probably aged early 30s upwards, the incumbent will be both well-qualified and personable, but whilst detailed experience of the ladies' fashion and textile industries would be very useful it is not absolutely vital. Fluency in German and adequacy in one other European language, (French or Spanish) however, is.

The performance of anyone joining must justify a benefits package which will include pension and profit share.

Letters of application, together with C.V., salary progression and any other relevant data, should be sent without delay to the Managing Director, Performance Management Limited, 3rd Floor, Waterloo House, 20 Waterloo Street, Birmingham B2 5TF quoting reference P184.



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MANAGEMENT CONSULTANTS

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So if you think you've got what it takes, can drive and have the use of a car, call us on 0800 585388 and quote reference number T12C053. We'll then arrange for you to find out more at one of our Seminars.

We have vacancies nationwide but particularly need extra

recruits in these areas:

London and Home Counties, Gloucester, Stoke, South Birmingham, Cambridge, Kings Lynn, North and South Humber, Blackpool, North Liverpool, Luton, Bolton, Maidstone, South Wales, Weymouth, Isle of Wight, Built Wells, Llandrindod Wells, Oxford, Cumbria, Glasgow and Brighton.

Barclays Life is an equal opportunities employer.

# CUSTOMER CARE TRAINING

HERTFORDSHIRE

Nissan Motor (GB) is the newly formed company which has been established to import, distribute, sell and service Nissan vehicles in Great Britain. We currently have over 160 dealerships with plans for at least another 100 by the end of the year.

We are committed to achieving customer satisfaction through Customer Care and are embarking on an ambitious training programme for our employees and all staff of the new Nissan dealerships.

As a result, we now have a requirement for specialists to join our Customer Care Training Team based at our new headquarters in Rickmansworth.

## TRAINING MANAGER

Salary c.£30K + Lease Car

Reporting to the Customer Care Manager, you will be responsible for planning, development and facilitation of Customer Care training initiatives both for headquarters and dealer staff. In addition, you will evaluate the effectiveness of training and identify and develop new initiatives to ensure pursuit of Customer Care in a dynamic environment. Preferably aged between 30-40, you will have experience of team leadership in the automotive industry. Ref: CCTM.

## TRAINING CONTROLLERS

Salary c.£20K + O/T

Reporting to the Training Manager, you will be responsible for the development and facilitation of Customer Care training for both headquarters and dealer staff, together with the evaluation of

effectiveness of training. Preferably aged between 25-35, you will be a good team worker, positive and non-aggressive. Ref: CCTC.

These posts require proven persuasive and facilitation skills and the ability to establish credibility at all levels. For those chosen to meet these challenges, future prospects with Nissan are excellent, committed as we are to developing the abilities of all our employees. As well as an attractive salary and contributory pension scheme, we are offering 25 days holiday and relocation assistance, as appropriate.

If you have relevant automotive or service industry experience and think you can meet our high standards, please send a comprehensive CV, including details of your current salary and benefits package, quoting the appropriate reference to:

Anna Vassallo, Personnel & General Affairs Department, Nissan Motor (GB) Limited, The Rivers Office Park, Denham Way, Maple Cross, Rickmansworth, Herts. WD3 2YS.

We are an equal opportunities employer.

NISSAN MOTOR (GB) LIMITED

## COMPUTER SALES PROFESSIONALS

DISTRIBUTED OPEN SOLUTIONS

Target earnings c. £50,000 + 2 litre car

SyFA Data Systems plc is a well established and profitable systems integrator with a wide client portfolio, including a number of blue chip companies. They have an excellent reputation, particularly in the distribution systems market place, and a flexible, innovative organisation style reflected by their flat management structure.

Their product strategy has been developed around major international corporations. Hardware partners include Motorola, Fujitsu and Gandal, which adds testimony to the Company's marketing focus. They also have partnership agreements with independent software vendors and their own specialist software products, including an EIS suite built upon UNIFLEX.

Three outstanding sales opportunities have now arisen, based in their

Watford and Manchester locations. These embrace new business, a mix of new business and base accounts, and a senior business development/account management role specialising in the food distribution sector.

These positions call for experienced and successful computer sales professionals. Good and enthusiastic lateral thinkers who have an excellent history of sales success (preferably UNIX based) within the distribution vertical market, within a software house, systems integrator, or manufacturer will find a combination of challenge, reward and personal development at this most exciting stage of the Company's marketing plans.

INTERFACE EXECUTIVE RESOURCES LTD  
Scotthill House, 35 Peter Street,  
Manchester M2 5GD.

Tel: 061-833 0846. Fax: 061-834 9120

## DIRECTORS SEEKING A NEW ROLE?

Maximise your potential in tomorrow's employment market



Demand more than well meaning Career Counselling or Outplacement advice

Insist on real direction to your job search based on current market intelligence and interview feedback with the most advanced Inplacement and Outplacement facilities

Our subsidiary InterMex accesses over 6000 unadvertised vacancies annually - mostly between £40,000 and £200,000 p.a. - and makes recommendations from its approved candidate bank without charge

Telephone Keith Mitchell on 071-930 5041 for an exploratory meeting without obligation

Landseer House, 19 Charing Cross Road  
London WC2H 0ES  
Tel: 071-930 5041 Fax: 071-930 5048

INTER EXEC PLC - means much more

It's hard enough choosing things for your own home.  
Let alone choosing for everyone else's.

### BUYER

Few homes are without something from the BHS range of home merchandise.

Across the country, we offer a stylish and successful selection of soft furnishings, bathroom accessories and kitchenware. Our lighting range is a market leader and renowned for its extensive offer of quality fittings and shades to suit the modern taste of our customers.

The future's looking good. Our strategy is in place but there's plenty of scope to make things happen. As a Buyer within our Home Division you'll work closely with a Merchandiser, and face the challenge of building the cohesive, high quality product ranges which will satisfy the demands of our discerning customer - and set new trends - through the nineties and beyond.

To meet our demands, we'll rely greatly on your commercial judgment, your progressive thinking, your ability to source innovative products and

successfully manage relationships with stores, suppliers and colleagues alike. For you, that means a high level of accountability, plus the opportunity to express your ideas, develop your skills and progress your career.

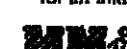
As you're expected to hit the ground running, you'll clearly need experience of buying quality home merchandise with a large multiple retailer. The attractive salary we offer will reflect both the level of that experience and the strength of your personal qualities. In addition, there's a generous benefits package. And, of course, a quality car.

To apply, in complete confidence, please write with full career details to the Buying and Merchandising Division of Talisman Retail, Dorland House, 14-16 Regent Street, London SW1 4PH.

Alternatively, telephone 071-925 0848, during office hours, quoting HB/0392.

### FACING A CAREER MOVE?

MMI provides individual Career Development and sophisticated Job Search Programmes with personal introductions for unadvertised appointments. Take the first step to a fast and productive move - telephone 0276 686327 for an initial consultation, without obligation, at our offices west of London.



For Management On The Move.

### ALL BOX NUMBER REPLIES SHOULD BE ADDRESSED

TO: BOX No. \_\_\_\_\_  
c/o THE SUNDAY TIMES  
P.O. BOX 484, VIRGINIA ST, LONDON, E1 9DD

## OPERATIONS DIRECTOR

East Midlands c.£45,000, car

This multi-site business, a division of a highly expansive plc, is engaged in the manufacture of a wide range of packaging products. It has ambitious development plans via acquisition and organic growth, both in the UK and across Europe. In consequence, the need has arisen to make an additional Board appointment, an Operations Director reporting to the Managing Director, whose prime tasks will be to manage and lead five businesses, maximise the benefits of a substantial capital investment programme, achieve additional profit objectives, and consolidate new acquisitions. This general management role requires considerable leadership and skill. Aged 35-45, candidates will probably have an engineering degree and possibly an MBA, with a manufacturing or general management background in multi-site, high volume manufacturing or process industry companies. Intimate knowledge of packaging is not essential, the client seeks a high calibre individual with the necessary headroom to grasp the many challenges involved. The benefits package reflects the seniority of the position and the prospects are very real. Please forward in absolute confidence a full curriculum vitae to Adderley Featherstone plc, 6 Lisbon Square, Leeds LS1 4LY. Tel: 0532 444074. Fax: 0532 451578.

## ADDERLEY-FEATHERSTONE plc

Executive Search • Management Selection • Human Resource Consultancy

LONDON • GLASGOW • LEEDS • NEWCASTLE

## HEAD OF HUMAN RESOURCES

West Yorkshire to £40,000, car

This is a critical appointment, reporting to a Managing Director who attaches considerable importance to the personnel function. The client is a major supplier to the printing industry and a division of a substantial international group. It is autonomous, has 3 sites, 700 employees, a single union and is developing organically in worldwide markets. The Management of Change is not a cliché with regard to this very full HR role. Particular emphasis will be placed on team building, training and development and employee relations. There is a small team of young, well-qualified support staff. A mature, commercially oriented, personnel professional of the highest calibre is required. Aged 38+, candidates should be graduate, professionally qualified, comfortable in the boardroom and have substantial experience in a fast-moving manufacturing environment, where total quality management and innovation are the norms. The breadth of the role and prospects are attractive and the benefits package is comprehensive, including bonus potential. Please forward in absolute confidence a full curriculum vitae to Adderley Featherstone plc, 6 Lisbon Square, Leeds LS1 4LY. Tel: 0532 444074. Fax: 0532 451578.

## ADDERLEY-FEATHERSTONE plc

Executive Search • Management Selection • Human Resource Consultancy

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## COMPUTER SALES EXECUTIVES

Our Client is a rapidly growing Systems House which has built an enviable reputation by developing a range of turnkey systems of the highest quality, based on IBM and compatible Personal Computers. They are acknowledged as a market leader in their chosen field and their current base covers a wide range of business sectors, including many blue chip companies throughout the country.

They are now entering an exciting and significant phase of expansion and in order to increase their market domination in a dynamic and competitive environment, they are seeking highly competent Sales Executives.

Candidates should be able to think conceptually, communicate effectively, and have a successful background in computer solutions sales. Above all you should have the proven ability to win new business and manage those opportunities with confidence and maturity.

Energy, commitment and a desire to succeed are pre-requisites for these outstanding career opportunities.

Interview arrangements are being made immediately, so contact in the strictest confidence our Advising Consultant, Richard Champion today on 0562 884166 between 2.00 p.m. and 6.00 p.m., or during office hours on 0562 883893 (24 hour answering service). Alternatively, please submit a Curriculum Vitae to Richard Champion, to the address below.

CHAMPION & PARTNERS LTD  
RECRUITMENT CONSULTANTS  
UK - Netherlands - Belgium - USA

DEVELOPMENT  
MANAGERS



## REGIONAL MANAGER

### Housebuilding - South £50,000 neg. + bonus

Our client is a substantial plc and one of the most profitable and respected housebuilders in the country. It has increased the number of houses sold in each of the last two years and intends to do so again in 1992. It is well established in the South and seeks to make this appointment to staff itself for future growth. Candidates should have potential to grow into more senior appointments.

Aged ideally 35 to 45, applicants will now be Area or Regional Managers with primary experience of construction and sales and an involvement in land buying. They will be seeking increased responsibility and room for promotion.

Salary will not be a bar to the right appointment. Other terms are excellent and include access to share option schemes.

Please reply in strict confidence giving details of experience, age, qualifications and present salary quoting Ref: 1157. No information will be divulged to our clients without your permission.

**CB-Linnell Limited**  
7 College Street, Nottingham NG1 5AQ.  
SEARCH & SELECTION CONSULTANTS  
NOTTINGHAM · LONDON

## Are you at the crossroads of your career?

If you've reached a watershed in your career - either because of redundancy or you feel you're in a career rut and don't know which way to turn, you should contact us.

For over forty years our specialist consultants have been designing personally tailored career development programmes for executives earning £220K and over.

We help you recognise and act on the wealth of opportunities that exist - even in these times.

So whether redundancy looms or you're unemployed or you are disillusioned we can show you the way to a more fulfilling, more rewarding future - and we can prove it.

Call us today to arrange an early appointment with no obligation, or send your CV.

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LEICESTER 0333 630511 EDINBURGH 031-452 8820

**CHUSID LANDER**  
35/37 Fitzroy Street, London W1P 5AF



## HEAD OF CUSTOMER SERVICES

Welwyn Garden City

Up to £50k + bonus + car

Nexus is a market-leading provider of comprehensive, high quality electronic payment services to retail financial institutions in the UK and internationally. We have a wide range of customers for ATM and EFTPOS services including gateways to leading card schemes such as VISA, Switch, LINK and major bank networks. Our recent alliance with STICOS, the major European payment services group, strengthens our position.

Our business approach recognises that the needs of our customers are paramount and we have a strong commitment to delivering the highest possible service in accordance with formal Service Level Agreements. The establishment of the new position of Head of Customer Services is key to this commitment. Reporting to a Board Director the brief is to build a high quality customer-focused team through integration of existing departments already involved in 'front-line' roles varying from supplier liaison to the Customer Help Desk.

With a background in a service industry (not necessarily financial services) characterised by high levels of activity in a real-time environment, previous experience of managing a customer service team for a minimum of three years is a pre-requisite. Also essential is a demonstrable track record as a 'change agent', management and communication skills, vision and enthusiasm.

This post provides the challenge and opportunity to develop and run a business unit and to make a significant contribution to wider Company issues by participation in our Senior Management Team.

In addition to basic salary, benefits include company profit share, executive car, generous pension and life assurance schemes together with relocation assistance if appropriate.

To take your interest further please send your career resume and details of your current remuneration package to Mary Cope, Personnel Manager, Nexus Payment Systems International Limited, Nexus House, The Boulevard, Shire Park, Welwyn Garden City, Herts AL7 1LH.



**HARTNELL**  
COLLECTIONS PLC



## MANAGING DIRECTOR

Hartnell are seeking a Managing Director for their prestigious clothing business, with the following qualifications:

- Experience with the manufacturing of high quality women's clothing
- Knowledge of fabric and manufacturing sources worldwide
- Knowledge of marketing, especially luxury branded products, in the UK, Japan, Europe and the USA
- Entrepreneurial flair and the will to participate in making Hartnell a worldwide luxury brand

Please write with CV to: E. Silverman, Chairman  
Hartnell Collections PLC,  
26 Bruton Street,  
London W1X 8DD

## Manufacturing Management

### North West

£23,000, lease car

A major quality engineering organisation has recently restructured its manufacturing operation to ensure it is ready to meet the challenge and opportunities to be provided by the upturn in the world economy.

To complement and strengthen the existing management team the company wishes to recruit a number of bright, young graduates who have already shown a flair for production management and exhibit the potential to rise quickly to senior management positions. The persons appointed will take up real line or project management positions, but will be expected to be sufficiently flexible to gain the necessary experience of different disciplines.

Candidates will be in their late twenties, graduates and have several years' experience in a complex manufacturing environment. Success will have to be demonstrated in one or a number of the following activities: man management, production control, production engineering, manufacturing systems or quality control.

These are genuinely outstanding opportunities for the right candidates to make a major career leap.

Please write - in confidence - with full career details to S.A. Lievens.

**Ravenscroft & Partners**

Search and Selection  
20 Albert Square, Manchester M2 5PE

**FURMANITE**

## FINANCE DIRECTOR

Furmanite, a world leader in specialised mechanical engineering services to the oil, petrochemical and power generating industries, requires a successor to its recently promoted Finance Director.

The business splits evenly between the UK, America and Continental Europe plus a fast growing operation in the Far East. There are subsidiaries in 10 countries, associates in 7 others and additional export business. Turnover will be £75 million by mid '92 with a total staff of 2,000.

Candidates who have the accountancy background with U.S. and other international experience, are able to work with and contribute to a strong Group management team based in Kendal; and are able to add and improve Group profitability should apply to:

Mrs C S Carles, Secretary to the Managing Director, Furmanite plc, Shap Road, Kendal, Cumbria, LA8 6RU

(No agencies please)

## MANAGING REDUNDANCY OR CAREER CHANGE?

Let us show you how to obtain your next position, using our highly personalised approach.

For details of our fast, effective and economical programme, please telephone your nearest office:

**THE JAMES GUNN CONSULTANCY**

LONDON OFFICE: 7 Southbridge Place, The Downs, London SW2 8JQ. Telephone: 031-879 0220  
WESTERN REGION: 12 Crosbys, Burbridge, Marlborough, Wilts SN8 3JL. Telephone: 0672 810147

Invest in your future now...

## MANUFACTURING MANAGER

£25,000 + Car + Benefits

Our client is a world leader in the chemical industry with a European turnover well in excess of £350 million. They are committed to maintaining excellent quality standards in all aspects of their business and are currently seeking to appoint a manufacturing executive with a key quality role.

Based east of London, the successful candidate will initially be responsible for maintaining quality assurance standards to BS5750 and ensuring the site is equipped to meet quality inspections. Success will result in a broad manufacturing responsibility.

The successful candidate will be a graduate engineer or equivalent with not less than five years production management experience and an active involvement in TQM, ideally within the process or chemical industry. Pragmatism, adaptability and the ability to motivate are key personal skills.

If you have the experience and qualities necessary for this challenging position, our client offers a competitive compensation package including relocation assistance where appropriate. Career development opportunities are significant.

To apply, please send a detailed CV with work/home telephone numbers, quoting Ref: 02/235, to our recruitment consultants, L.J. Associates, 12 Celbridge Mews, Porchester Road, London W2 6EU - 071 243 1888.

**L.J. ASSOCIATES**

## Cooperative Research Centre (Materials Welding and Joining Technologies)

### Director

The Australian Government has given approval for an exciting new centre focussed on Materials Welding and Joining Technology as part of its Cooperative Research Centres Program.

The Centre is supported with collaborative involvement by ANSTO, BHP, the CSIRO Division of Manufacturing Technology, the Universities of Wollongong and Adelaide, Welding Technology Institute of Australia and other organisations interested in these technologies.

The newly constituted management board now seeks to appoint a full time Director to run the Centre. Reporting to the management board, the responsibilities include:

- Management of the daily affairs of the Centre.
- Formulation of new research projects in conjunction with the technical steering committee and industry.
- The operation of research programs.
- Technical liaison and interaction with other organisations including government and industry.
- Responsibility for commercialisation of the Centre's outputs and technology transfer to industry.
- Organisation of educational activities and publicity for the Centre.

It is expected that the successful candidate will be an experienced Senior Manager with proven liaison capabilities, have a sound research background, a knowledge of the welding and joining industry, entrepreneurial skills and some experience in university/industry interaction. An international reputation in welding and joining will be well regarded.

A flexible remuneration package in the range AS100,000 to AS120,000 will be negotiated. The major activities of the CRC are in Wollongong and Adelaide. The Director will be based at one of these locations.

Applications should include details of qualifications and experience and be directed to:

The Chairman of the CRC for Materials Welding and Joining Technology, G.P.O. Box 2472, Adelaide SA 5001, Australia

The closing date for receipt of applications is 31 March 1992.

## Putting Quality into Practice

### QUALITY MANAGER

London

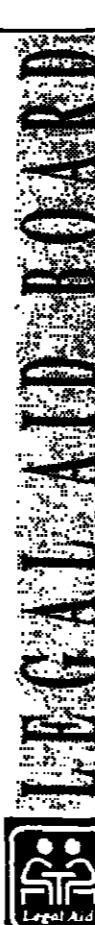
£30,000+

The Legal Aid Board, responsible for ensuring the provision of legal advice, assistance and representation throughout England and Wales, is committed to a Total Quality Objective.

Having produced a blueprint for achieving certification under the quality standard BS7750/ISO 9000, we now need a Quality Manager to drive forward its application in all our offices. You will also ensure that changes, new initiatives and developments are incorporated into the appropriate procedure manuals.

The role demands considerable experience of Quality Management systems, line management and project planning. In addition, you will need excellent analytical and interpersonal skills, coupled with the determination to succeed within strict time limits. Extensive travel will be required.

If you have the energy, commitment and managerial skills to meet the challenge, please write with cv to: The Legal Aid Board, Personnel and Training Department, Greencroft House, 12 Roger Street, London WC1N 2JL, to arrive no later than 13th March 1992. Please quote ref. LAB/13.



## IN THE FRONT LINE OF THE CD-ROM REVOLUTION

Based Dunstable, Beds

Reed Opti-Ware, a division of Reed Telepublishing Information Services, is gearing up to take the lead in CD-ROM publishing services throughout the UK and Europe. CD-ROM is unquestionably the next major growth area of Information Technology and Reed Opti-Ware is ideally positioned to seize the huge opportunities which lie ahead. Our plans are ambitious but wholly realistic, given the unrivalled expertise in data storage and CD-ROM development technology that is available both in the UK and the USA.

We are looking for professionals of the highest calibre who will capitalise on our capability and help secure our place at the top end of the market.

**GENERAL MANAGER**  
£35K+ package + performance bonus + car

The General Manager provides the spearhead for profitable business development. Your brief will call upon you to control the preparation of proposals and quotations and to manage the available technical resources - using formal project management techniques - and manage the successful conclusion of every project. Two support managers and a small but highly qualified technical team are now in place - a team which will grow substantially in the next year. Your track record in management and management speak for itself as must the depth and quality of your IT background. You are looking at an opportunity which will demand all your talents as a dynamic business manager - one who is prepared to commit everything in pursuit of a high profile achievement.



REED OPTI-WARE

**ACCOUNT MANAGER**  
c£20K base + attractive OTE's + car

This key role requires marketing skills, the ability to cultivate business relationships and a talent for managing the development of major accounts. You will build your own prospect portfolio and develop a range of skills for developing sophisticated solutions to meet clients' business needs. As an experienced IT sales professional, your ability to sell solutions at board level will be paramount. You must have the experience to manage and control a highly complex sales cycle in a highly dynamic and rapidly changing market. Specific knowledge of CD-ROM development systems or electronic information distribution would be an advantage.

When an organisation of the size and stature of Reed International gives a wholehearted commitment to this kind of venture, you can be sure that the prospects for success are exceptional. Please write, with your cv, to: Christine Morton, Personnel Manager, Reed Opti-Ware, Church Street, Dunstable, Beds LU5 4HB. Closing date for applications Monday 16th March 1992. Strictly no Agencies. Reed International is an equal opportunities employer.

PART OF REED INTERNATIONAL P.L.C.

071-481 4481

## GENERAL APPOINTMENTS

FAX 071-782 7828

## MANAGEMENT CONSULTANCY CAREERS

Starting Salary UKL18,000 - UKL22,000 + benefits

## ★ THE COMPANY

We are a highly recognized and successful management consultancy company. Our clients include major corporations in the manufacturing and service industries in German speaking countries and Eastern Europe and we have started a major assignment in the UK.

Our product is to design, install and train all levels of management in the use of operating systems leading to significant, clearly demonstrable and measurable profit improvements.

Due to the growth of our company we are seeking individuals between the ages 24 and 34 who possess excellent communication and analytical skills.

## ★ THE PERSON

The ideal candidate should hold a degree and have 2 to 3 years professional experience in either manufacturing or service industries. Supervisory experience within the time frame is a plus. Reasonable spoken German is required, knowledge of additional European languages is an asset. The position requires extensive travel.

We reward talent, dedication and commitment with an excellent remuneration package, along with opportunities for rapid advancement in both earnings and responsibilities.

## ★ THE POSITION

Following a formal and on-the-job training program, you will work in a team of consultants with our clients planning, developing and implementing proven management techniques for improving business performance and profitability within diverse business areas.

Candidates who meet these qualifications should send their application enclosing full CV either by express mail or by fax to CZIPIN & PARTNER Management Consultancy Ltd, attn: Ms Doris Morawetz, A-5016 Salzburg, Neutorstrasse 18, Tel. 01043 662 84 95 95, Fax 01043 662 84 00 32.

Local interviews will be conducted.

Finance & Administration Manager  
International Law Firm

£30,000 + Benefits

Pre-eminent law firm with worldwide offices and global client base needs professional administrator for London office.

London

## THE COMPANY

- One of the world's largest law firms with offices in the US, Europe, Asia and the Middle East.
- Established London office with stable professional team providing tax and corporate transactional advice to major corporations.

- First class location with state of the art communication and information systems.

## THE POSITION

- Responsibility for London office financial management and planning, personnel, facilities and IT management. US liaison.
- Reporting to London office Senior Partner and worldwide Firm Director of Administration.

Input to planning, implementation and assessment of firmwide activities and programme.

## QUALIFICATIONS

- Graduate with proven administrative experience. Financial management and IT literacy are key.
- Experience of facilities management, personnel and office equipment required. Knowledge of partnerships helpful.
- Hard working, resourceful and able to operate in exacting environment. Diplomacy and flexibility essential.

Please write, enclosing full CV, Ref 10960  
54 Jermyn Street, London, SW1Y 6LX

## ENGINEERING

Petroleum/Stimulation Engineer  
Copenhagen, Denmark

**The A.P. Moller Group** operates under the MÆRSK name and has offices and representatives in 30 countries and has 25,000 employees worldwide.

The A.P. Moller Group's primary activity is shipping. The A.P. Moller fleet numbers some 150 ships, with a total of almost 1,000,000 tons deadweight, including tankers, dry bulk, container ships (Mærsk Line), bulk and special vessels, supply ships and about 40 drilling rigs.

The Group is also engaged in shipbuilding, aviation, supermarket, EDP services, etc.

You must be able to work within a team as well as independently in a field environment. Main emphasis will be on planning, execution and evaluation of well stimulation activities, most of which will be performed from purpose built North Sea stimulation vessels.

Mærsk Olie og Gas AS is a company in the A.P. Moller Group acting as exploration, development and production operator for Dansk Undersøgelse (DUC), a venture between A.P. Moller 39%, SHELL 40% and TEXACO 15%. DUC has considerable acreage in the Danish North Sea with an average daily production of above 140,000 BOPD and 300 MMcf/d. Mærsk Olie is the sole producer in Denmark. Mærsk Olie is presently operating 5 jack-up rigs offshore Denmark and is conducting extensive 2D and 3D seismic acquisition campaigns in order to delineate existing and future fields, to optimize field development and to define potential exploration targets.

Mærsk Olie's activities include exploitation of low permeability oil and gas chalk reservoirs in the Danish North Sea. In this connection Mærsk Olie is at the forefront in the development of horizontal well technology. The fields are produced both under primary depletion and with pressure support by gas and water injection.

Mærsk Olie is also engaged in international exploration activities.

**MÆRSK OLIE OG GAS AS**  
Esplanaden 50 · DK-1263 Copenhagen K · Denmark

**DRILEX**  
DRILEX SYSTEMS LTD

DRILEX Systems, a world leader in the design and manufacture of positive displacement mud motors, are to expand their North Sea and European Operations to include directional drilling services. The following positions are now open to suitable applicants.

## DIRECTIONAL DRILLING CO-ORDINATOR

The successful candidate must have at least ten years directional drilling experience. He will be conversant with current North Sea drilling practices and ideally hold a similar position for an established directional company.

## DIRECTIONAL DRILLING SUPERVISORS

Candidates will be preferably educated to degree standard and have at least five years drilling experience. They should be familiar with steerable drilling systems and have experience of horizontal drilling in the North Sea/Europe. BHA analysis experience would be advantageous. All positions offer highly competitive benefits and salaries. Candidates should send complete CVs in confidence to:

MR R COATS, REGION MANAGER NORTH SEA EUROPE, DRILEX SYSTEMS LTD, 17-20 HOWEMOSS DRIVE, KIRKHILL INDUSTRIAL ESTATE, DYCE, ABERDEEN AB2 0GL



## REGIONAL SALES MANAGERS

NORTH WEST, MIDLANDS, CENTRAL LONDON & SOUTH WEST  
HIGH BASIC (OTE £24K) + CAR + BENEFITS

Keeping us up where we belong

for the motor manufacturer whilst protecting existing dealers from inroads by competitors.

In the present buoyant market, you will be looking to open as direct accounts motor dealerships where Scorpion is presently not supplying the motor distributor directly.

Reporting to the District Manager, the candidate will have the opportunity to see projects through to a successful completion and a high degree of autonomy would be provided.

## THE CANDIDATE

A sales professional with a proven track record in developing a territory or consumer base, preferably with a strong background in motor related organisation. Business acumen, a flair for communication and well developed interpersonal skills will be essential with a creative and determined approach to account development and maintenance. It will be important to demonstrate the maturity and confidence necessary to deal with people at all levels and to represent the company effectively. Age 27 to 40 years; highly mobile.

Write in the first instance with C.V. to the Company Secretary, Scorpion Vehicle Security Systems Limited, Siemens Road, Northbank Industrial Estate, Irlam, Manchester, M30 5BL.

Senior Consultants  
Reward & Senior Executive Compensation

## City

## Package c. £50,000

Mercer Fraser is the UK subsidiary of one of the world's leading employee benefits, actuarial and human resource consultancies. Continued growth of the Human Resource Practice requires the recruitment of additional senior consultants in both the Reward and the Senior Executive Compensation Groups.

## Remuneration Specialist

As a result of our growing presence in both the UK and international human resources and compensation market, we are now looking for a professional HR consultant with a proven track record of providing innovative solutions to client problems. Ideally the applicant should have a knowledge of current trends and practices in Continental Europe.

Contact: Alan Gick

## Share Scheme Specialist

This strong specialist Practice provides advice on employee share schemes and senior executive compensation, typically to quoted companies. We are now looking for a lawyer or accountant who has at least three years' experience in this field and a particular interest in either international equity participation or cash-based long-term incentive plans.

Contact: David Brooks

Excellent salary and benefits packages, including car, are offered reflecting fully the seniority of these positions.

If you are interested, please contact either Alan Gick or David Brooks at the address below, or telephone for an informal discussion on 071 488 4949.

WILLIAM M.  
MERCER FRASER  
LIMITED

Dexter House, 2 Royal Mint Court, London EC3N 4NA

GENERAL MANAGER  
Electronic Process Control Instrumentation

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# Peanuts or pay spree for top people?

Privatised industry chiefs are criticised over their salaries, but entertainment personalities earning millions escape censure.

Clare Hogg looks at pay in the first of a two-part series

**B**y comparison with the \$30 million earned by the singer and actress Madonna, £240,000 a year is peanuts. The point is made by Professor Douglas McWilliams, the CBI's chief economic adviser, who created waves last summer by staunchly defending the large pay rises given to senior executives in newly privatised industries.

Professor McWilliams says: "When Madonna earns \$30 million a year nobody thinks it is odd. Nor when Andre Agassi earns \$3.6 million, nor when Gary Lineker earns £800,000." Yet, he emphasises, when the chiefs of the nationalised industries receive six-figure salaries, "questions are asked in the House."

"What this really reflects is the re-emergence of the spirit of envy," Professor McWilliams says.

Peter Morgan, the director-general of the Institute of Directors, makes similar comments on the "blizzard of greed and envy injective" surrounding the increases handed out to the senior

executives of the newly privatised utilities.

It was John Baker, the chairman of National Power, whose privatisation salary of £85,000 had been increased to the peanuts by Madonna's standards, of £240,000. At about the same time the salary of Ed Wallis, PowerGen's chief executive, was raised to £200,000 from a pre-privatisation figure of £76,000.

Among the others, Roy Watts, the Thames Water chairman, had a pay rise of 113 per cent, Dennis Grove, the chairman of North West Water, had a 48 per cent increase, and Robert Evans, the chairman of British Gas, received 66 per cent.

The surge of green-eyed emotion described by Professor McWilliams and Mr Morgan is only too predictable when unemployment, now at 8.5 per cent, is at its highest since the early 1980s, and is forecast to increase to 9.5 per cent next year. Many are lucky to have a job, let alone an increase. However, does jealousy obscure

the real picture? A survey that was published towards the end of last year by the Reward Group and the Institute of Directors revealed that on average executive directors received salary increases of 8 per cent during the 12 months to September 1991, which was in line with average earnings. Forecasts indicate that increases next year will drop to 6 per cent.

Blenyn Jenkins, the institute's corporate affairs director, comments tersely: "In a year when directors' pay came under close scrutiny, this survey clearly shows that the vast majority of British directors do not earn excessive salaries, nor receive extravagant increases."

Most directors, according to the survey, have a modest car, of just under £2,000, and take only 22 days-out of their average 25-day holiday entitlement.

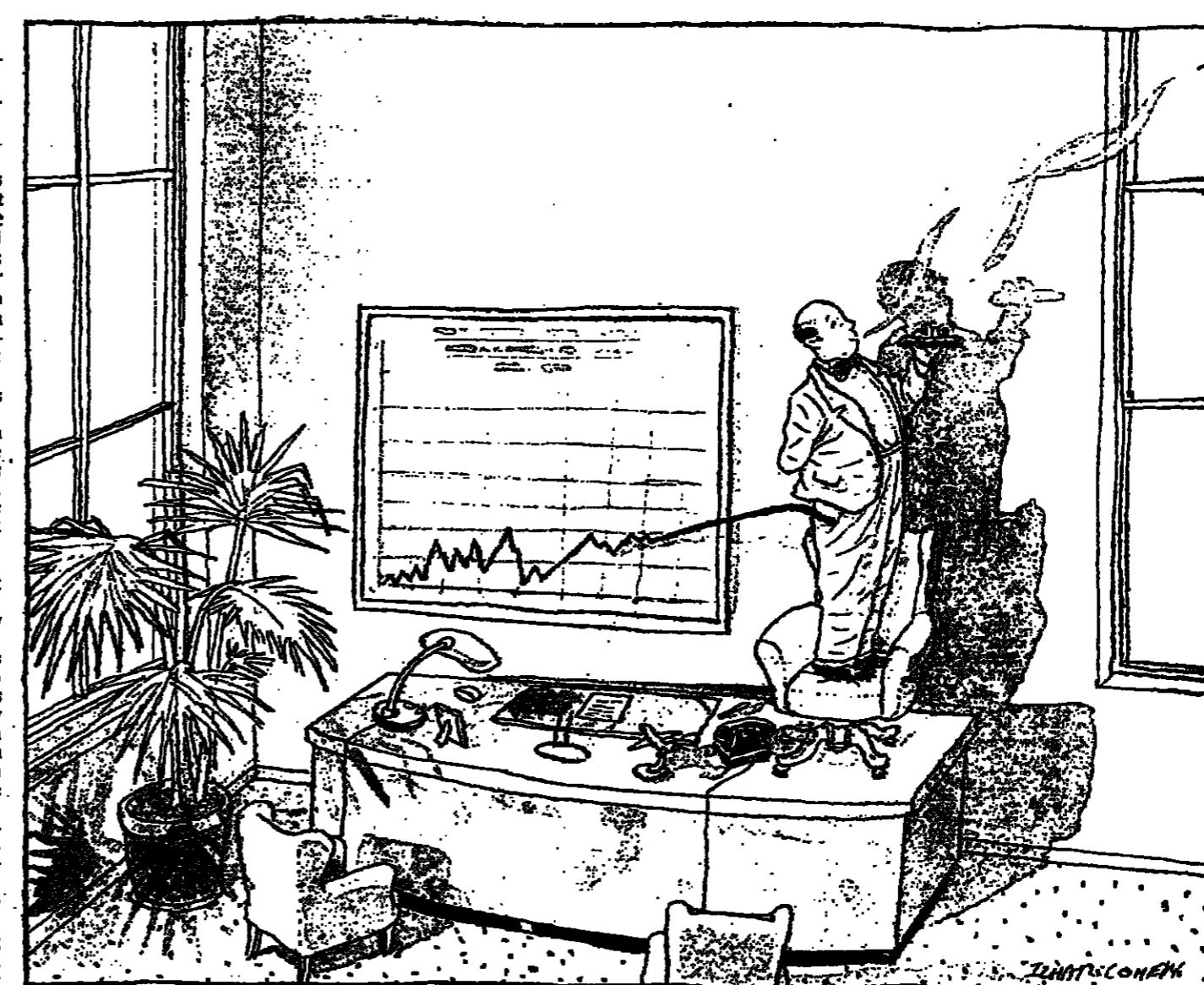
Professor McWilliams thinks too much attention was given to the size of the headline increases and too little to the original pay levels. The pay of directors in Britain, he says, is low when measured against international standards and the pay rates of the professions.

As companies operate increasingly across borders the internationalisation of the market for top management will continue, with a corresponding pressure for higher pay for executives.

In any case the UK is not doing as badly as might be expected. A survey by the Wyatt Company shows that British chief executives are seventh in Europe in terms of buying power.

They are not first, as the Spanish, unexpectedly, win this prize, but neither are they 12th. Bear in mind, too, that this survey was undertaken before the weighty increases for privatised company chiefs. Mr Mervin, a remuneration expert with the compensation and benefits consultancy William M. Mercer says her gut feeling is that senior UK executives are now falling more into line with their peers in other European countries.

Professor McWilliams says directors in manufacturing and engineering, the backbone of Britain's economy, are paid lower salaries than they could receive in the professions. The Bar Council



says the most eminent QC's, specialising in tax, patent and commercial law, would earn "several hundred thousand pounds", minus, of course, chambers fees and rent.

In financial services, at the last count, more than 400 people were earning more than £250,000 a year.

This, however, is not really the issue. Professor McWilliams points out: "It is not so much what you do, but more how you do it."

Colin St Johnston, the managing director of ProNed, an organisation that promotes the work of non-executive directors, is even more emphatic.

Mr St Johnston explains: "It is important to the standing of

British industry that the criteria for pay awards of top British executives are properly understood and respected."

ProNed has just issued new guidelines underlining the need for shareholders and employees of UK publicly quoted companies to have complete trust and confidence in the process by which their senior executives' remuneration is set.

In order to do this, ProNed recommends that all quoted companies should have a remuneration committee.

Companies need to do it right. They need to show that an independent, responsible and objective group of people is making

the decisions about top-level salaries. They need to act with clarity and transparency. When journalists unearth information that is apparently cloaked in secrecy, that information suddenly seems newsworthy. Tactful timing is also important.

Lastly, and perhaps less obviously, the individual concerned has a say in the process. He or she does not have to draw full pay. Margaret Thatcher did not, nor did Lord Hailsham.

An alternative is the approach taken by Iain Vallance, the chairman of BT, who has announced that he is making a large donation to charity in respect of his increase.

In general, directors are being paid reasonable salaries. Howev-

er, a few are paid sums that attract the attention of the tabloids, and it appears probable that there is justification for some and not for others.

If a dramatic increase is made without a corresponding increase in responsibility, and the individual concerned obviously does not require the newly inflated salary to entice him to stay, the question must be asked: "In whose interests is this increase being made? Is it in the interests of the shareholders, the trade union, the public at large?"

John Major, for one, in publicly declaring his disapproval of certain of the increases, is doubtful they are in anyone's interests, except perhaps the recipient.



Major disapproval. Madonna: no questions over her \$30m

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## Residence never conclusive

In re H (Minors)

Before Mr Justice Waite

[Judgment February 28]

When resolving an issue of *forum conveniens* on a contested question of a child's residence the welfare of the child remained the paramount consideration.

A child's habitual residence, although never conclusive in determining an issue of *forum conveniens*, was a factor of high importance which would in many cases be determinative.

Mr Justice Waite so held in the Family Division, refusing a father's application to stay the mother's proceedings for residence and contact orders in respect of their two children.

Mr Matthew Brett for the father; Mr Leo Curran for the mother; Mr Robin Spon-Smith for the guardian *ad litem*.

MR JUSTICE WAITE said that *forum conveniens* was a difficult area of law and the problems were enhanced because a judgment had already been made in the Wisconsin court deciding that it was the most appropriate court for the proceedings.

The father's stay application was made under section 5 of the Family Law Act 1986. The common law was enshrined in *Spillane v Cansules Ltd* [1987] AC 460. That was a commercial case but the same principles were restated, with differences appropriate to the context, in *de Dampierre v de Dampierre* [1988] AC 92 in financial

proceedings between husband and wife.

Several issues of law arose to be decided. The first was whether the *Spillane* principles were affected or displaced by the express language of section 5(2) of the Family Law Act 1986.

In his Lordship's view the arrangement and wording of section 5(2) was certainly puzzling but no suggested construction purporting to cut down the *Spillane* principles could be suggested.

Second, was the welfare of the child paramount, as opposed to merely relevant, when an issue of *forum conveniens* arose on a contested question of child residence?

The answer, in his Lordship's judgment, was that the adjudication of the question of which court should try the child residence issue inevitably involved a determination of a "question with respect to the upbringing of a child" for the purposes of section 1(1)(a) of the Family Law Act 1986.

The third was whether the *Spillane* principles displaced or affected by the jurisdiction clause in a stipulation which the parents had signed on separation?

The relevant clause provided that "the forum for all disputes as a result of the stipulation and judgment shall be the State of Wisconsin unless the parties otherwise agree in writing".

In his Lordship's view it would not be right to dismiss the clause altogether on the ground that it offended English public policy by depriving the English courts of the opportunity of applying to

issues of *forum conveniens* the paramount consideration of the child's welfare.

Nor was it right to give the clause the significance the father attached to it as reversing the ordinary standard of proof and throwing upon the mother the function of proving that it was just and proper to allow the English proceedings to continue.

His Lordship doubted whether, in child cases, the court drew much assistance from a consideration of the burden of proof. It seemed more satisfactory to allow the jurisdiction clause to take its place and be given its due weight, as one time prepared to agree, in the overall appraisal required by an application of the *Spillane* principles.

Finally, was the whole issue of *forum conveniens* concluded in any event by the fact that the children were habitually resident in England? That was the primary question and the *Spillane* principles asserted it.

The argument was instructive. It proceeded by analogy from the child abduction cases. Issues of *forum conveniens*, it was argued, could also be resolved by an automatic application of the simple formula that questions as to a child's future upbringing should be determined in the country of the child's habitual residence.

Such a formula would, it was persuasively claimed, save time, distress and uncertainty and would have rendered altogether unnecessary the type of detailed enquiry on which the court had to embark in the present case.

Solicitors Ferguson Brickell & Co, Oxford; Hemmings, Banbury & Co, Oxford.

Before Sir David Nicholls, Vice-Chancellor, Lord Justice Taylor and Lord Justice Farquharson [Judgment February 27]

The phrase "any person" in section 238 of the Insolvency Act 1986 was to be construed literally and was not subject to any implied limitation. Thus the section had unrestricted extraterritorial effect and allowed service of process on a foreign bank not carrying on business in England.

The court, however, an overall discretion not to make an order under the section, in particular, in the case of a foreign defendant, if not satisfied that he was sufficiently connected with England for it to be just and proper to grant the relief sought.

It was held that the status could probably best be summarised by saying that the child's habitual residence was a factor in all cases persuasive, in many determinative, but in none conclusive.

The investigation of the issues by a temporary guardian ad litem appointed for the sole purpose of assisting the court in relation to the question of *forum conveniens* had been invaluable.

If a similar practice were to be adopted in appropriate future cases the possibility arose that if a similar order was made in both jurisdictions parallel investigations could be conducted by cooperation in both countries.

Solicitors Ferguson Brickell & Co, Oxford; Hemmings, Banbury & Co, Oxford.

## Court's jurisdiction ousted by statute

*Regina v Cornwall County Council, Ex parte Huntington and Another*

Before Lord Justice Mann and Mr Justice Brooke [Judgment February 20]

The court had no jurisdiction to hear an application for judicial review of an order made pursuant to section 52(2)(b) of the Wildlife and Countryside Act 1981, the court's jurisdiction having been ousted by paragraph 12(3) of Schedule 15 to that Act.

Practitioners were under an obligation to draw the attention of the single judge on application for leave to seek judicial review to any relevant clause ousting the court's jurisdiction and to explain why they contended it did not bar their application.

The Queen's Bench Divisional Court was held in granting an application by Cornwall County Council to set aside an order for leave to move for judicial review

granted *ex parte* to Mr and Mrs Michael Huntington to quash the County of Cornwall's A3708 Road to Footpath No 10 with Spur from Nanshut Hall Farm to Footpath No 15 St Just-in-Roseland Modification Order 1991.

Paragraph 12 of Schedule 15 to the 1981 Act provides:

"(1) If any person is aggrieved by an order which has taken effect . . . he may . . . make an application to the High Court . . .

"(3) Except as provided by this paragraph, the validity of an order shall not be questioned in any legal proceedings whatsoever."

Mr Richard Gordon for Cornwall County Council; Mr George Laurence, QC, for Mr and Mrs Huntington.

LORD JUSTICE MANN said Mr and Mrs Huntington wished to argue that the footpath order

was made *ultra vires* by the council. It was not yet open to the court to apply under paragraph 12(1) of Schedule 15 to the 1981 Act as the order had not come into effect.

To succeed, Mr Laurence had to distinguish his case from *R v Secretary of State for the Environment, Ex parte Outer Environmental Protection Council* [1977] 1 QB 122, and *Smith v East Eeloo Rural District Council* [1956] AC 736. He had argued that Cornwall County Council's order was fundamentally invalid.

In his Lordship's view there were no degrees of invalidity. A decision was either apt to be declared void, or it was not.

The court was bound to consider that the effect of paragraph 12 of Schedule 15 was that questions as to invalidity might be raised in the specific grounds in the prescribed time and in the prescribed manner but that other

wise the jurisdiction of the court was excluded in the interests of certainty.

MR JUSTICE BROOKE agreed that in the context of a case giving an applied person an opportunity to seek judicial review of an order there was no room for the deployment of concepts such as "fundamental invalidity" and "less than fundamental invalidity".

In his Lordship's judgment, it was incumbent on practitioners to draw the attention of the single judge at the stage of application for leave to seek judicial review to any relevant preclusive clause and to explain why they contended that did not bar an application to the High Court otherwise than in accordance with its terms.

Solicitors: Mr Stephen Gerard, Truro; Kidd Rapinet, Aylebury.

## Service on foreign bank valid

*In re Paramount Airways Ltd (in administration)*

Before Sir David Nicholls, Vice-Chancellor, Lord Justice Taylor and Lord Justice Farquharson [Judgment February 27]

The phrase "any person" in section 238 of the Insolvency Act 1986 was to be construed literally and was not subject to any implied limitation. Thus the section had unrestricted extraterritorial effect and allowed service of process on a foreign bank not carrying on business in England.

However, his Lordship said that habitual residence could not and should not be treated in *forum conveniens* cases as automatically conclusive. It was plain that what would introduce into the law of *forum conveniens* an element of rigidity running counter to the flexibility portrayed by Lord Chevilly in *Spillane* and *de Dampierre*.

His Lordship doubted whether, in child cases, the court drew much assistance from a consideration of the burden of proof. It seemed more satisfactory to allow the jurisdiction clause to take its place and be given its due weight, as one time prepared to agree, in the overall appraisal required by an application of the *Spillane* principles.

Finally, was the whole issue of *forum conveniens* concluded in any event by the fact that the children were habitually resident in England? That was the primary question and the *Spillane* principles asserted it.

The argument was instructive. It proceeded by analogy from the child abduction cases. Issues of *forum conveniens*, it was argued, could also be resolved by an automatic application of the simple formula that questions as to a child's future upbringing should be determined in the country of the child's habitual residence.

Such a formula would, it was persuasively claimed, save time, distress and uncertainty and would have rendered altogether unnecessary the type of detailed enquiry on which the court had to embark in the present case.

If a similar practice were to be adopted in appropriate future cases the possibility arose that if a similar order was made in both jurisdictions parallel investigations could be conducted by cooperation in both countries.

Solicitors Ferguson Brickell & Co, Oxford; Hemmings, Banbury & Co, Oxford.

apparent width of the phrase was subject to an implied limitation that the expression applied only to (i) British subjects and (ii) all persons present in England and Wales at the time of the impugned transaction.

The bank did not fall within either of those heads. It carried on business in Jersey and did not carry on business in England and Wales.

On August 7, 1989 an administration order had been made in respect of Paramount Airways Ltd. In the instant proceedings the joint administrators were alleging that in July 1989 the company had £1,300,000 standing to the credit of its bank account in England. The company was also said to be the beneficial owner of £346,800 held by solicitors in London.

Those two sums of money had then been transferred from England to Jersey in reduction of an overdraft on an account held with the bank. The administrators asserted that the payments were transactions at an undervalue made at a time when the company was unable to pay its debts and within the relevant period of time stipulated in section 240 of the 1986 Act.

They were alleging that the benefit the bank received from the payment of the overdraft had not been acquired in good faith and for value and without notice of the relevant circumstances.

The bank had denied that claim but admitted, for the purposes only of the appeal, that subject to the jurisdiction point, the administrators had an arguable case against the bank under section 238.

His Lordship referred to *Ex parte Blain* (1979) 12 Ch D 522, 526 where Lord Justice James had said: "It appears to me that the whole question is governed by an application, make such order as it thinks fit, for restoring the position to what it would have been if the company had not entered into that transaction."

Mr Nicholas Merriman, QC, and Mr Richard Salter for the administrators; Mr Nigel Davis for the bank.

THE VICE-CHANCELLOR said that the question raised by the appeal concerned the territorial scope of provisions of the 1986 Act and, in particular, of the phrase "any person" in section 238(2).

The appellants claimed that the words meant exactly what they said: any person. Hence the expression was apt to include the respondent bank.

The contrary argument was that the bank was outside the ambit of the section because the

Court of Appeal so stated.

ERNED, by the broad, general, universal principle that English legislation, unless the contrary is expressly enacted or so plainly implied as to make it the duty of an English court to give effect to an English statute, is applicable only to English subjects, or to foreigners who by coming into this country, whether for a long or a short time, have made themselves during that time subject to English jurisdiction."

The principle had been the subject of authorial exegesis by the House of Lords in *Clark v Oceanic Contractors Inc* [1983] 2 AC 130.

The task before the court on the appeal could be distilled in the following form: the court was concerned to enquire as to the persons with respect to whom Parliament was presumed to have been legislating when using the expression "any person", and in making that enquiry Parliament was to be taken to have been legislating only for British subjects, unless the contrary was expressed, which it was not in the instant case, or was plainly implicit.

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Mr John Beaumont for the appellants; Mr Richard Isaacson for the prosecution.

Mr Beaumont said that the whole question was not so unsatisfactory as it might appear.

## Direction to jury wrong

*Regina v Ashton*

Before Lord Justice Steyn, Mr Justice Henry and Mr Justice Morland [Judgment March 2]

There was a material difference in the strength of the case against two conspirators who were tried together; it was wrong for the jury to be given a direction that they had to convict both or acquit both.

The choice of the appropriate direction was not a matter of the trial judge's discretion, but was dependent on his evaluation of the strength of the case against the two conspirators.

The contrary argument was that the bank was outside the ambit of the section because the

about whether there was a material distinction between the cases against the two conspirators.

Only if the judge was satisfied, having considered the cases for the prosecution and the defence, that there was no material distinction was he entitled in law to give a direction that the jury should find both defendants guilty or both acquit both.

In their Lordships' judgment there were differences between the cases against the two conspirators and also in the nature of their defences. In all the circumstances the direction given that both should be found guilty or both acquitted was wrong.

Solicitors: CPS, Preston.

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## ANNOUNCEMENTS

AUTHOR OF *The Far Pavilions*, M.M. Kaye, remembers her Indian childhood in *The Sun in a Green Madras*. Out now. £2.99 in Penguin.

FRANKS Samuel Tommy. Born Edinburgh, Scotland 1934. Now moved to Ontario, Canada in 1973. Please contact John P.O. Box 900, 900 Yonge Street, Ontario, Canada N1R 2X9 or Tel: 416 486 2993.

MCKAY Sir Alastair McKay died in the year 1990. In the year 1990 he was the whereabouts of his two sons and son-in-law unknown. Please contact Mrs. Jones of Grindale Television Tel: 061 632 7111 ext 2711.

MURKIN, St. Cuthbert, three favours. One, complete recovery, two, no impossible favours, three, no impossible favours. Please pray with candle. On the 2nd day of Lent in the year 1990. Please end and publish in the *Times* giving. CR.

PETER CRESSWELL, wife and son, Richard and Alison, and Australian relatives (Christine, Mervyn & daughter, Cath) are very sorry to announce the death of Mrs. M. Cresswell 071 733 5150.

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